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SEPTEMBER 1, 2001

Mary J. Blige

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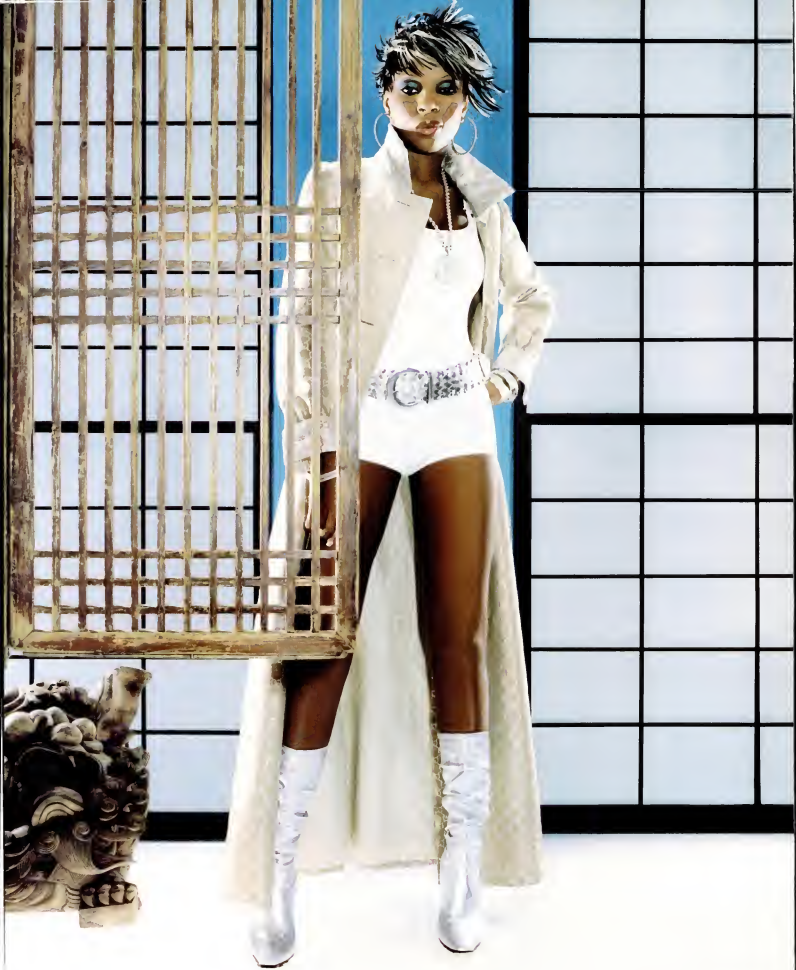
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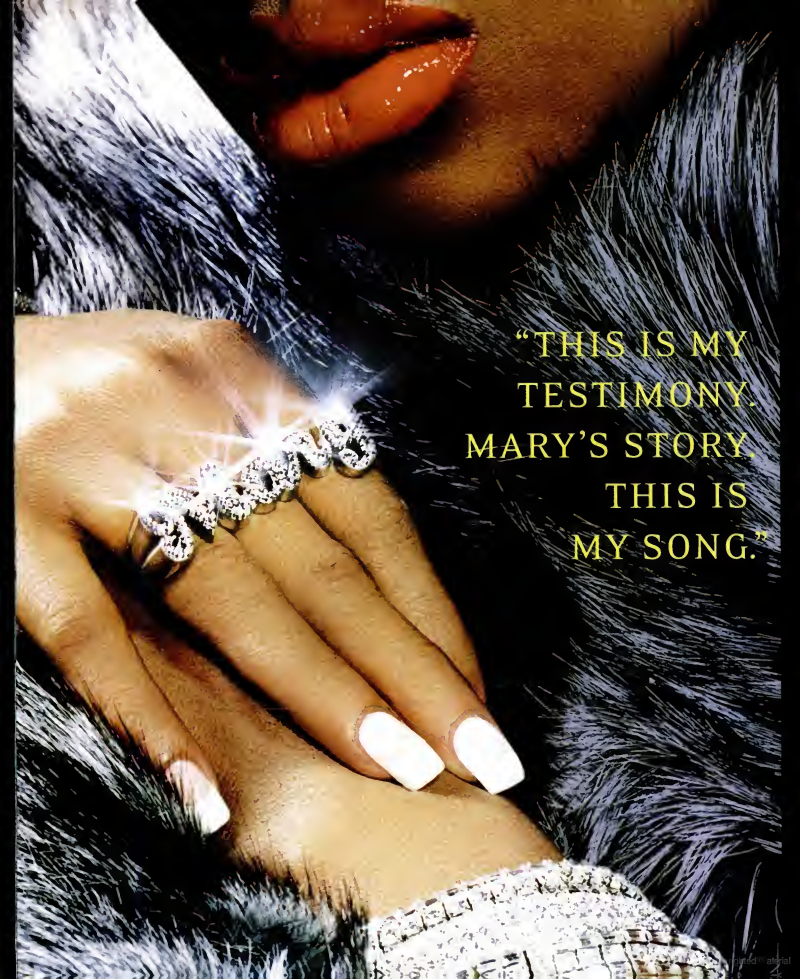
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TESTIMONY.
MARY'S STORY.
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MY SONG."

Studio Craft From A Distance

EDNet Helps Producers And Artists Get Connected

BY CHRISTOPHER WALSH

NEW YORK—The landmark 1993 sessions at Capitol Studios in Hollywood that produced Frank Sinatra's *Duels* album permanently transformed the recording industry—and far more than the music.

Duels—which paired Sinatra with more than a dozen contemporary singers, including Lenny Kravitz and Barbra Streisand—was the music world's first high-profile use of Entertainment Digital Network, or EDNet (pronounced E-D-net).

EDNet is a telecommunications network that allows artists in different locations to collaborate simultaneously via fiber-optic con-

nections. Using the nascent technology, producer Phil Ramone crafted seamless duets between Sinatra and guest artists who were often



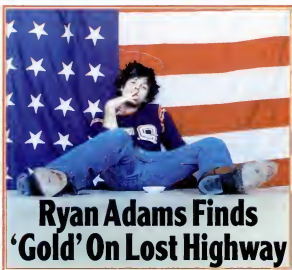
thousands of miles away.

"When the *Duels* album came up, I realized that there are so many great artists who are not always in the same city," Ramone says. That's when he decided to use EDNet. "Many people said, 'It doesn't work,"

or 'It will have problems.' But [the EDNet] guys sat behind me all the time and monitored my stuff so that we didn't have breakdowns."

Ramone remembers hating EDNet to studios, encouraging them to get the technology. One studio that already had it was the Hit Factory, the legendary New York City recording facility. "We were the first in New York in 1993, when we were doing *Duels* with Phil Ramone and [engineer] Al Schmitt," says CEO Troy Germano. Such artists as Bono, Gloria Estefan, and Charles Aznavour came to the Hit Factory to record with Sinatra—who was clear across the country.

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Ryan Adams Finds 'Gold' On Lost Highway

BY WES ORSHOSKI

NEW YORK—Spend enough time with acclaimed singer/songwriter Ryan Adams, and chances are good that the conversation will eventually meander through topics of love and heartbreak. New York vs. Los Angeles, and speedy songwriting, before

somehow turning to—of all things—death-metal juggernaut Slayer.

It may take a while, but Adams—the former frontman of all-country heroes Whiskeytown—will get there. In conversation, he might make a silly reference to the head-banging outfit. In concert, he may even attempt one of the group's buzz-saw guitar solos—on an acoustic guitar, no less. And, for this, he's routinely awarded with laughter. Yet Adams is only half-kidding.

An unashamed pop-culture sponge, the 26-year-old Jacksonville, N.C.-born singer could just as easily dissect Slayer's best records (for the uninitiated, 1986's *Reign in Blood* tops '86's *South of Heaven*) as he could those of the rock, country, and punk legends that have obviously

"Gold" isn't about beating myself up over things or feelings.

—Ryan Adams

informed his own work.

It may come as a surprise even to most fans that Adams' brand of barroom rock and misty-eyed balladry owes as much to the less-hip corners of rock culture as it does to such icons as Neil Young, Paul

Westerberg, and Bruce Springsteen. But this helps explain why his new solo set—*Gold*, due Sept. 25 from Lost Highway—is the most mainstream-leaning, least

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Christian Hip-Hop: Devil's Bargain?

BY DEBORAH EVANS PRICE

NASHVILLE—As the Christian music industry has grown—the sector sold some 44 million units last year—the vehicles that contemporary Christian and gospel artists use to convey their message have evolved dramatically.

Although quartets and choirs are still an integral part of the soundscape, many other forms have emerged to spread the faith—Christian rap and hip-hop among them. Yet just as Christian hard-rock and metal bands fought for critical legitimacy and retail shelf space in the '70s and '80s, Christian rap and hip-hop artists are now struggling to gain acceptance and support from their brethren.

It's a new day for the Christian music industry, with SoundScan numbers up 12% for first-half 2001 over the same period last year. As the sixth-largest genre, accord-

ing to the RIAA, Christian is exceeded in sales only by rock, rap/hip-hop, pop, country, and R&B/urban. But are Christian rap and hip-hop artists getting their share of the pie? Some argue that they are waging the same battles their rock predecessors fought decades ago, when conservatives

in the Christian ranks challenged whether that genre was an appropriate medium for furthering the Christian message—and whether such music would sell.

"We're fighting the exact same battle," says Taron "Donafide" Carter of Gotee Records at Grits. "Christian rock is one of the main music genres they sell a lot of. I believe it's going to get like that with hip-hop, but they're a little more fearful of this genre because they're uneducated about it. Rock, pretty much crossed all cultural boundaries. Hip-hop has dove that in the main-

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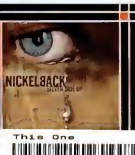
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FOLLOWS PAGE 44
HEATSEEKERS

Island's Primer 55 Debuts At No. 1 With 'New Release'

SEE PAGE 69



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IN STORES SEPTEMBER 11th
FEATURING THE MULTI-FORMAT HIT "YOU USED TO BELIEVE ME"



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BY LELA COBO

MIAMI—The last-minute move of the Latin Grammys from Miami to Los Angeles has caused a tumult of activity, as labels, artists, and the Latin Academy of Recording Arts and Sciences (LARAS) itself struggle to revise in three weeks plans that had taken more than three months to organize.

"A lot of the details need to be worked out, but we are hoping to move everything over there," Enrique Fernández, senior VP/executive director of LARAS, tells *Billboard*. "Remember, this is an international event, not a local event, so it can be held anywhere in the world."

Originally slated to be held at Miami's American Airlines Arena, the Latin Grammys will now take place at L.A.'s Great Western Forum; the Sept. 11 date is unchanged. The Person of the Year dinner, honoring Julio Iglesias, will take place Sept. 10 as originally scheduled but has also been relocated from Miami to L.A.—to the Beverly Hilton Hotel—according to Michael Greene, president/CEO of the National Academy of Recording Arts and Sciences and LARAS.

Greene decided to move the show at the 11th hour after failing to reach a compromise with Miami city officials regarding the location of approximately 100 Cuban exile groups opposed to Fidel Castro's regime who are scheduled to protest on the evening of the awards show over the ceremony's possible inclusion of artists who reside in Cuba.

According to both Greene and Fernández, an agreement reached nearly two months ago regarding the security perimeter around the arena was breached by the city two weeks ago. Greene made the move to move the event because he thought



GREENE

he couldn't guarantee the safety of guests, artists, sponsors, media, and protesters themselves (see *Latin Notes*, page 38).

While the move itself won't be too painful—after all, the entire Grammy show infrastructure is in Los Angeles—it will come at a financial cost.

"We've basically acknowledged that we're going to lose between \$400,000 and \$600,000," Greene says. "We had 40 suites [at the American Airlines Arena] we were selling between \$20,000 and \$40,000 a suite, and we have no suites in the Forum. We're going to lose money on this endeavor. But if one person were going to be injured, or if the show all of a sudden weren't that, we could put a price tag on that."

Greene had previously said it would cost \$1 million to move the Grammys from L.A. to Miami, a move that was being offed by the South Florida House Committee, which had already raised more than \$500,000 for the awards.

Many think the event could have gone off

without a hitch in Miami. "This community has hosted poets, kings, queens, the Summit of the Americas, Super Bowls, World Series, and other events bigger than the Latin Grammys," committee member Fred Balera says. "Leaving Miami because of potential demonstrations is a lame and hurtful excuse."

Indeed, the possibility of protests had been contemplated months before, when Miami was chosen as the host city. "We had foreseen that [protests] would be a possibility—not a certainty, but a possibility," Fernández says. "And we were prepared for that."

But two weeks ago, when protesters asked to be placed closer to the venue, LARAS began to look for alternative sites, sources say. And now, with the move, the first option was the National Car Rental Center in Broward County, 40 minutes north of Miami. When sheriff's deputies said they couldn't guarantee security there either, L.A. became the destination.

LARAS says the show will go on. Confirmed performers include Alejandro Sanz, Luis Miguel, and Thalía, as well as a yet-not-announced father-and-son duet by Vicente and Alejandro Fernández and a performance from seven-time nominee Juanes.

"The lineup is not expected to change, although I think we'll have higher-profile presenters because we're in Los Angeles," Greene says. "We probably won't have an all-star tribute to the music of Miami."

Aside from the costs to LARAS, the Southern Florida economy forfeits an estimated \$35 million in revenue from a variety of sources, not to mention the media attention and ancillary events. Many of these events will be transferred to L.A., but others, logically, can't make it in time.

Universal Settles Into New Rhythm With Lopez

BY LELA COBO

MIAMI—Little more than a month after Jesús López took over as chairman of Universal Music Latin America/Berlin Phonogram, the label finally seems to be settling into a new rhythm. It follows myriad structural and personnel changes at all levels and in all regions.

"Our short-term goal was to organize our territories in a regionalized" way, López, who is credited with making Universal the market leader in Spain and Portugal. "We're prepared to face the Christmas campaign with big possibilities of success. Our medium-term goal is to create a new work philosophy that will be defined during managing directors' meetings that we'll be holding at the end of August. And our long-term goal is to be the clear No. 1 label in the region."

Since taking over Manolo Díaz's post July 1, López has made sweeping changes in executive personnel throughout the region. The most recent is the appointment of John Echevarría (*Billboard* Bulletin, Aug. 22) as president of Universal Music Latino. Echevarría, who was most recently Sony Music International's VP of music publishing in Latin America, had only one week vacated by Carlos Sánchez after his appointment as managing director of Universal Music Argentina. There, the veteran Sánchez is attempting to turn the company around in the midst of a dire economic crisis that has resulted in massive layoffs.

In other areas, Walter Kolm, former managing director of Mercury in Spain, was appointed managing director of Universal Music Chile. Kolm and Sánchez now report to



LOPEZ

Marcelo Castello Branco, president of Universal Music Brazil and Southern Cone. And Manuel Peña, managing director of Universal Music Spain, is now managing director of Universal in Central America.

The bigger changes to date have been in Mexico, which López considers a priority as a market and as a generator of new talent. A totally restructured company now includes a new managing director—Gonzalo Gutiérrez—and four separate A&R divisions, all reporting to longtime Universal Music Mexico president Marco Báez. Within the new A&R divisions, Manuel Calderón is handling such established artists as Mijares and Emmanuel, José Antonio Silva takes over regional Mexico,

and Marcelo Lara is in charge of pop and youth-oriented product. A search is on for an A&R director in charge of alternative and rock to succeed Humberto Calderón, who is now marketing director for Mercury. Universal Music Mexico has also launched Astero, a

label dedicated to dance and electronic music.

In the U.S., Echevarría will head a team that will be split into three separate areas: West and East Coasts and regional Mexico. A new national marketing Sissy Corrozo will supervise rock, pop, and tropical, while a soon-to-be appointed VP of regional Mexican music will report directly to Echevarría.

López also plans to work closely with Gustavo Santaolalla and Anibal Kerpel—in finding artists in the U.S., Puerto Rico, and Colombia. Another area of concern is the exploitation of catalog, a factor López says was fundamental in struggling Universal around in Spain.

"What I'm most concerned with is maximizing our efforts within the region to become more efficient and use our resources to the fullest," López says. "We're a company that can have many crossovers given our Spanish roots, and we can do that across Spain and Portugal, as well. For example, one of our objectives is to have better coordination between Portugal and Brazil."

As for crossovers into the English-speaking market, López plans to rely on the Spanish-language label sister label MCA (currently working on Luis Fonsi's English debut) and Universal Records (Paulina Rubio), although naturally collaborating for the Latin marketplace.

"I want to create a solid structure," López says. "If you have a label that structure, you can't support the flow of product. Multinationals tend to be companies with a lot of muscle. But many times, that muscle turns to fat."

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IT'S TRUE, MAN, DEWEY WINS: The 12-3 rise of Janet Jackson's "Someone to Call My Lover" (Virgin) on The Billboard Hot 100 is good news for the artist, who collects her 28th top 10 hit. But it's better news for songwriter Dewey Bunnell, who has his first top 10 hit since America's "Tin Man" peaked at No. 4 some 27 years ago.

"Someone," which samples America's 1972 No. 8 "Ventura Highway," is the second-highest-ranked song of Bunnell's career—runner-up to the tune that brought America to America's attention earlier in 1972. "A Horse With No Name" Bunnell was the sole writer on that song, which spent three weeks at No. 1. As an artist, Bunnell was last in the top 10 in summer 1982, when "You Got Me Magic" went to No. 8. But that song wasn't composed by any of America's members; Russ Ballard penned the act's final top hit.

As for Janet, with "Someone," she surpasses the number of top 10 singles amassed by her brother Michael Jackson. The former leader singer of Jackson 5 has 27 top 10 hits just counting his solo career away from his siblings. (He'll have a chance to catch up with his sister when the release of the first single from his forthcoming album.) Janet has also had of Michael when you count consecutive top 10 hits. Janet has 18 in a row, from "Miss You Much" to "I Get Lonely," while Michael has 17, from "Don't Stop 'Til You Get Enough" to "Dirty Diana" (not counting some Motown singles that were released long after Michael signed with Epic). If you don't include songs on which Janet was a featured guest, she has 20 consecutive top 10s. If

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60. Update/Good Works: The fourth annual Ben's Stubs Love Boat tour benefits the Crohn's and Colitis Foundation of America.

65. Between the Bulletts: Alicia Keys holds on to the Billboard Hot 100's top spot for a third week, while Dixie Chicks and Sheryl Crow mark runs of more than two years on Top Country Albums.

83. Billboard.com: What's online this week.

84. The Billboard Backlist

At a Glance

71. Chart Artist Index
76. Chart Song Index



IT'S TRUE, MAN, DEWEY WINS: The 12-3 rise of Janet Jackson's "Someone to Call My Lover" (Virgin) on The Billboard Hot 100 is good news for the artist, who collects her 28th top 10 hit. But it's better news for songwriter Dewey Bunnell, who has his first top 10 hit since America's "Tin Man" peaked at No. 4 some 27 years ago.

"Someone," which samples America's 1972 No. 8 "Ventura Highway," is the second-highest-ranked song of Bunnell's career—runner-up to the tune that brought America to America's attention earlier in 1972. "A Horse With No Name" Bunnell was the sole writer on that song, which spent three weeks at No. 1. As an artist, Bunnell was last in the top 10 in summer 1982, when "You Got Me Magic" went to No. 8. But that song wasn't composed by any of America's members; Russ Ballard penned the act's final top hit.

As for Janet, with "Someone," she surpasses the number of top 10 singles amassed by her brother Michael Jackson. The former leader singer of Jackson 5 has 27 top 10 hits just counting his solo career away from his siblings. (He'll have a chance to catch up with his sister when the release of the first single from his forthcoming album.) Janet has also had of Michael when you count consecutive top 10 hits. Janet has 18 in a row, from "Miss You Much" to "I Get Lonely," while Michael has 17, from "Don't Stop 'Til You Get Enough" to "Dirty Diana" (not counting some Motown singles that were released long after Michael signed with Epic). If you don't include songs on which Janet was a featured guest, she has 20 consecutive top 10s. If

you apply that same rule to Michael, he would have 16. Put another way, since "What Have You Done for Me Lately" in 1966, all but one of Janet's singles on which she was the main artist (thus dismissing guest appearances with Shaggy and Blackstreet) has made the top 10. The lone exception is 1997's No. 14 "The Pleasure Principle."

BIG BROTHER: Notching its 18th week atop Top Country Albums, *O Brother, Where Art Thou?* (Mercury) has now been No. 1 twice as long as the second-longest-running No. 1 soundtrack in the history of this chart. *Hopalong* floats behind with nine weeks on top.

Alison Krauss: who sings the ethereal "Down to the River to Pray" on *O Brother*, is represented by two albums in the top three, as her own *New Favorite*, recorded with Union Station, enters at No. 3.

BIG REDS: A cultural icon created in 1939 continues to inspire pop songs in 2001. Five for Fighting makes its Hot 100 debut at No. 69 with "Superman (It's Not Easy)" (Arista/Columbia). It was only five months after that 3 Doors Down was on the chart with Superman's Achilles' heel, "Kryptonite." The debut of the *Smallville* series on the WB in the fall could inspire a new rash of Clark Kent and/or Superboy hits, but it's time someone wrote a song about Lana Lang.

More Fred Bronson each week at www.billboard.com.

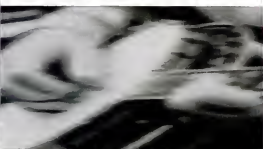
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(Earl with **MARTY STUART**)

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First Half of 2001 Proves Disappointing For Industry

BY BRIAN GARRITY

NEW YORK—Despite recent strong sales from the likes of *N Sync* and the latest installments of the *Now* compilation series, 2001 has been a disappointment for the record industry.

New figures from the Recording Industry Assn. of America (RIAA) indicate that music companies shipped less product to retail outlets during the first six months of 2001 than they did in the first half of last year, resulting in a decline in the dollar value of industry unit shipments.

The value of music shipments in the U.S. during the first half of 2001 fell 4.4% from the same period last year, from \$6.2 billion to \$5.9 billion. That decline is pegged to a slip in the number of units shipped to retail, which fell 9.4%, from 488.7 million to 442.7 million during the same time frame.

Pacing the falloff is the deteriorating cassette format. The number of cassette units shipped to retail fell 42.9%, from 38.6 million to 22 million. Correspondingly, the value of those shipments also declined, falling 41.9% from \$303.2 million to \$176 million. The number of singles also continued to decline. Singles shipped in the U.S. in the CD, cassette, and vinyl configurations combined totaled 14 million units, a dollar value of \$70 million. A year ago, 22.7 million singles units were shipped—a value of \$93.4 mil-

lion. That represents a decline of 38.3% on a unit basis and a 24.9% drop on a dollar basis.

The RIAA expressed the greatest concern for declining shipments of full-length albums among all configurations. Total units sold fell 8.4% from the first half of last year, falling from 459.6 million to 420 million. Dollar value fell 4.7%, from \$5.9 billion to \$5.5 billion.

The biggest segment of the full-album business, the CD, was also down. Units were down 5.3%, from 420 million to 397.9 million; the value of CD albums shipped fell 2.7%, from \$5.6 billion to \$5.5 billion.

The RIAA blames recordable CDs (CD-Rs) in part for the declines, citing a survey of online music enthusiasts showing that nearly 1 in 2 had downloaded music in the previous month, and nearly 70% had burned

As sales of singles and albums declined, DVD music videos provided the best news during the first half of 2001, doubling last year's figures by moving 3 million units.

the music they downloaded.

"Many in the music community are concerned about the continued use of CD-Rs, and we believe this issue deserves further analysis," RIAA president/CEO Hilary Rosen said in a statement.

Rosen said she was confident that year-end numbers would be strong, pointing to high hopes for second-half releases from the likes of Mary J. Blige, Andrew Bocelli, Brandy, Goo Dolls, Macy Gray, Enrique Iglesias, Jewel, Natalie Merchant, and Alanis Morissette.

Among the bright spots in the first-half figures was the value of LPs, which rose amid what the RIAA termed a "modest" increase in popularity. Units rose 7.4% to 1 million, while dollar value was up 3.3% to \$12.9 million.

The biggest growth came from DVD music-video shipments. They were up 99.2% to \$70.1 million on shipments of 3 million units. In the first half of last year, 1.4 million units were shipped at a value of \$35.2 million. The RIAA said the growth is "further confirmation that the disc is the preferred format" for music videos.

Also during the first half of 2001, the CD increased its dominance as the prevalent music format. CD shipments represented close to 90% of all units shipped, up from 86% in the first half of last year.

Rosen said, "Consumer loyalty to the physical product still dominates, and we are committed to providing the quality product listeners desire." But she added that the majors are also working to accommodate consumer interest in new formats—specifically digital.

"Our companies recognize the fact that more consumers are looking to get music online and are experimenting with a number of approaches, including legitimate subscription services," Rosen said. "We are committed to delivering the music consumers love when they want it and how they want it."

In New CMT Post, Philips Faces Uncharted Territory

BY PHYLIS STARK

NASHVILLE—Brian Philips says one of his primary goals as the new senior VP/GM of CMT will be "to flesh out the identity, the culture, and the values of the channel."

Philips, currently the director of FM programming for Susquehanna Broadcasting's Dallas and Atlanta radio stations, will join CMT Sept. 10. After consulting for the network for several months, Philips succeeds Paul Hastaba, who exits after six years at the network's helm in Nashville.

Philips will oversee programming, production, talent relations, marketing, and promotions for CMT, which became part of MTV Networks last year. Based in Nashville, Philips reports to John Sykes, president of CMT and VH1 in New York City.

Philips says he'll be "tremendously" involved in the programming at CMT. "As a programming person, that's my natural inclination. [It's] everything else that goes with the job that I'll learn."

Sykes says, "Running a radio station requires many of the same skills as running a cable network. CMT is a focused niche brand that is not only out to get ratings but to build an image. Great program directors think like radio, and I think Brian is one of them."

"It was also the right time in the evolution of CMT to bring in a heavyweight programmer like Brian. We are weeks away from passing the 50

million-subscriber mark. We feel that CMT is poised to truly see incredible growth. We really see it as the next great brand opportunity for MTV Networks, much the same way as VH1 was seven years ago."

Philips agrees that CMT "has this huge, latent power to change the direction of the music and to expose exciting new things. We'll try a lot of different ideas. We'll succeed with some, fail with some. It's a great environment to work in, because it's uncharted territory. There hasn't been a lot of longform programming created for country music fans."

Philips' duties at Susquehanna included overseeing programming for country KPLX (the Wolf) Dallas, modern rock WNNX (99X) Atlanta, and top 40 WWWW (Q100) Atlanta. He will continue consulting for those stations.

Hard as it was to leave radio after 18 years, Philips says, "I realized that there probably wasn't going to come another opportunity in my life where somebody was going to say 'Go run a Viacom network.'"

He describes his new gig as "a big PD job, with pictures." Philips was last year's winner of the *Billboard/Airplay Monitor* Radio Award as major-market PD of the year in the country category. In an unprecedented move, he also won in the category of modern-rock radio consultant/group PD of the year. He is nominated in both categories again this year.



PHILIPS

In The News

• Music TV network CMT will launch a new feed serving the Pacific and Mountain regions, as well as Alaska and Hawaii. The new Western feed launches Sept. 10.

• Pioneering concert promoter Jack Boyle, who sold his Cellaar Door Companies to SPX Entertainment—now Clear Channel Entertainment (CCE)—in 1998 for \$106 million to become CCE's music division chairman, will curtail his activities in CCE's Washington, D.C., offices and become chairman emeritus. Stopping short of saying he is semi-retiring, Boyle tells *Billboard*: "I'll still be available if they need me, but I'm going to get totally out of the day-to-day. I'm not mad at anybody, but I'm 67, and there are other things I want to do. I walked out on my own, in my own time, and not many people can say that."

• Def Jam founder Russell Simmons has been appointed to the board of directors of Brilliant Digital Entertainment, a 3-D technology development company in which he has also become a shareholder. Brilliant Digital creates interactive, animated music videos for the Web.

Market Watch

A Weekly National Music Sales Report

YEAR-TO-DATE OVERALL UNIT SALES			
	2000	2001	
Total	484,584,000	464,040,000	(-4.2%)
Albums	448,098,000	440,350,000	(-1.7%)
Singles	35,526,000	23,690,000	(-35.1%)
YEAR-TO-DATE SALES BY ALBUM FORMAT			
	2000	2001	
CD	397,368,000	407,955,000	(+2.7%)
Cassette	48,634,000	31,523,000	(-35.2%)
Other	1,056,000	872,000	(-17.4%)
OVERALL UNIT SALES			
This Week	14,122,000	This Week 2000	14,114,000
Last Week	14,279,000	Change 2000	<0.1%
Change	<1.1%		
ALBUM SALES			
This Week	13,987,000	This Week 2000	13,041,000
Last Week	13,746,000	Change 2000	<4.3%
Change	<1.1%		
SINGLES SALES			
This Week	525,000	This Week 2000	1,073,000
Last Week	533,000	Change 2000	<51.1%
Change	<1.5%		
TOTAL YTD CD SALES BY GEOGRAPHIC REGION			
	2000	2001	
Northeast	21,844,000	21,748,000	(-0.33%)
Middle Atlantic	54,864,000	56,649,000	(+3.3%)
East North Central	63,025,000	61,505,000	(-2.4%)
West North Central	26,228,000	25,710,000	(-2.0%)
South Atlantic	74,537,000	78,349,000	(+5.1%)
South Central	59,270,000	60,062,000	(+1.3%)
Mountain	28,485,000	30,274,000	(+6.3%)
Pacific	69,916,000	73,857,000	(+5.4%)
FOR WEEK ENDING SEPTEMBER 9, 2001			

Compiled from a national sample of retail stores and rock sales reports collected, compiled, and provided to Billboard by Nielsen SoundScan.

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"This Is Destiny's Child" Thursday, August 30, on **FOX** (8 PM ET/PT • 7 PM CT)

Indie Launch, EMI Signing Dominate Gospel Event

BY LISA COLLINS

MINNEAPOLIS—The signing of a rising gospel star to a major label and the introduction of a new label from one of the industry's most respected names eclipsed artist showcases to dominate the industry track at the 34th annual Gospel Music Workshop of America (GMWA) Convention, held here Aug. 11-17.

The emphasis on industry news is part of an effort on the part of the convention's Gospel Announcers Guild to set a more substantive agenda, solidifying the gathering's ranking as the most important event in gospel.

GMWA vice chairman Al "the Bishop" Hobbs says, "We want it to be known that if you're going to do business in this industry, you've got to be here."

The focus—and highlights—of past conventions had been artist showcases. But while Yolanda Adams thrilled an audience of more than 700 gospel announcers with a full concert performance, such showcases were noticeably down in number this year, due in equal part to rising costs and an industry in flux, as reflected by the absence of such labels as Word Records.

EMI Gospel marketing director Shawn Tate, who used the event to announce the label's recent signing of songwriter Smokie Norful, says, "Regardless of what's happening in the industry, the GMWA is the biggest gospel convention in the

world. What better place to make a statement or introduce an artist than to the largest audience of gospel announcers in the country?"

To that end, Verity and Tyscot Records—in a joint statement—announced the signing of Detrick Haddon (Tyscot's most popular breakout artist) to a solo pact with Verity in a deal similar to the one that brought John P. Kee from Tyscot to Verity eight years ago.

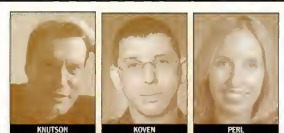
According to Tyscot VP Bryant Scott, "There's always been a provision for Detrick to do something on a solo level on a larger scale, so his choir, the Voices of Unity, will stay with Tyscot, and he'll continue to record with them, while his solo projects will go through the Verity system."

The convention—also served as the site for the official launch of New Orleans-based Teshill Music Group. The label is owned by the 1 million-member-strong Pull Gospel Baptist Church in Bayou, consisting of churches in more than 30 states and five countries. Its first release—Elder Debra B. Morton Presents *Women of Excellence Mass Choir*—is slated for release next month.

Debra B. Morton, who is on hand to make the announcement, tells *Billboard* that the convention was the smartest choice for the label's coming out. "We know that it is the gospel announcers who help to make it happen for artists—both old and new."



Executive Turntable



RECORD COMPANIES: Tommy Boy Music promotes Steve Kuniton to head of alternative A&R/marketing and Barry Koen to head of sales in New York City. They were, respectively, head of sales and in the sales department.

Suzanne Perl is promoted to

national director of rock formats for Universal Records in New York City. She was New York regional promotion director.

Lincoln Wheeler is named director/product manager for Virgin Records America in Beverly Hills, Calif. He is senior channel manager for ArtistDirect.

Concerts West Lands Spears Trek Clear Channel Faces Competition For National Tours

BY RAY WADDELL

NASHVILLE—News that Concerts West—the concert promotion arm of Clear Channel Entertainment Group (AEG)—will produce the upcoming Britney Spears tour demonstrates not only that Concerts West isn't about to be gobbled up by Clear Channel Entertainment (CCE) but also that it will compete mightily for the right tours.

Earlier this summer, industry speculation regarding an impending Concerts West acquisition by CCE (then SFX) was rampant (*Billboard* Bulletin, June 8). Talks apparently fell through, and now Concerts West has beaten out CCE in head-to-head competition for the Spears tour, which will play arenas this fall instead of CCE sheds.

UNDISPUTED LEADER

CCE remains the undisputed concert leader indoors and out, producing such arena tours as this year's Madonna and Britney Spears arena outings. The company is also the world's largest owner/operator of outdoor amphitheaters and is promoting some 20 outdoor tours in 2001.

Despite CCE's dominance, Concerts West's Spears coup sends a message that the industry leader now has a deep-pocketed competitor, above and

beyond distant second House of Blues Concerts (HOB). Talk that AEG is making a bid to purchase HOB appears to be premature; a source at HOB says a deal was not imminent.

Philip Anschutz, owner of the sports and entertainment giant AEG, purchased Los Angeles-based Concerts West last year (with mega-manager Irving Azoff on board as investor/consultant) to focus on arena tours, as was the intention of Concerts West co-presidents John Meglen and Paul Gougaware. The goal to compete for national tours now has been accomplished. Meglen declined to comment.

The Spears deal marks the first time Concerts West has outbid CCE for a tour. Larry Rudolph, who co-manages Spears with Johnny Wright, says the artist's options to tour with either Concerts West or CCE were both exceptional opportunities.

"Clear Channel is an incredible company, and I'm sure we'll be doing more business with them," Rudolph says. "We went with Concerts West because they're a strong touring company and because they have ancillary properties in that [parent AEG owns] arenas and some 7,000 movie theaters throughout the country."

This decision was not made to exclude Clear Channel," he adds. "It

was made to include Concerts West."

AEG's theater properties, including United Artists theaters, have increased importance given a seven-picture push from Spears due in February. Rudolph says, "[AEG] has the ability to help us market our core products—the album and tour—and our secondary properties—the movie—in ways that tipped the scale for us."

'BRITNEY'S BEST INTERESTS'

David Zedeck, agent at Evolution Talent for Spears (as well as such CCE-promoted acts as Backstreet Boys and 'N Sync), declined to comment on published reports that Spears would earn a \$13 million-\$15 million guarantee for the tour, but did acknowledge that Concerts West received the nod: "We just made the decision that we felt was in Britney's best interests."

While production details and markets had not been finalized at press time, the Spears tour is expected to hit arenas in late January or early February, tentatively in Miami, continuing through Dec. 17. A New Live album is due in early November, with a single hit late in September. O-town will open on most dates; sponsors include Pepsi and two other as-yet-unannounced corporations. Last year, Spears' touring grossed \$30 million.

Popkomm Talk Focuses On Turnaround

BY EMMANUEL LEGRAND

AND GORDAN MASSON

COLOGNE, Germany—At a time when Germany's record industry is enduring plummeting sales (see story, page 45), delegates at this year's Popkomm trade show Aug. 16-18 spent much of their time discussing initiatives to turn the market around.

Setting the mood of the event, BMG Europe president Thomas Stein noted that, although 260 million units of recorded music were sold in Germany last year, during the same period 200 million blank CDs found buyers. The boom in CD-Rs, plus the impact of illegal downloads, contributed to a loss in industry revenue of 3.3 billion deutsche marks (\$1.55 billion).

"This is not a rosy picture," said Stein, who predicted that other countries—including the U.K., which last year leapfrogged Germany to claim its place as the No. 3 music market in the world—"will not be immune from these developments."

Stein urged German politicians to implement the new European Union copyright legislation—a move backed by Vivendi Universal chairman Jean-Marie Messier, who also made a plea to hardware manufacturers not to repeat the mass-production of such devices as CD-R writers.

"You cannot, on one hand, sell tools to listen to creative products

and, on the other hand, build hardware that steals intellectual property," Messier said. "Our business has already been seriously damaged by CD-R to the severe detriment of artists, songwriters, and our companies. That should not start again with Super Audio CD recorders or DVD-Audio recorders. Respecting



MESSIER

and promoting creation is a prerequisite. I hope we will be heard this time by manufacturers."

As one of the most technologically rich, Germany is currently the biggest lab for copy-protection experimentation. "Germany is the country that is suffering the most, so it is natural that we were the first to look into the issue," explains Warner Music Germany president Bernd

Dopp. Warner has yet to release a copy-protected CD in the German market, but, Dopp says, the company hopes to be releasing them by the end of the year.

Universal Music Germany president/CEO Tim Renner says the most likely tricks to be illegally copied are at least singles and EPs, not full albums. Like the other majors, Universal is in a testing period, with only a few releases copy-protected so far. Renner tells *Billboard*, "If it works, we will jump."

Label heads tell *Billboard* that a decision on whether to use technological solution to adopt will not be made merely at European level. Dopp notes, "It is an important decision that must also involve the artists, and it would make no sense if only German acts had their CDs copy-protected." Labels estimate that per unit, such copy protection will add about one-tenth of a euro (9 cents) to manufacturing costs.

One of the few outspoken optimists at the event was Messier, who predicted that the music market globally will begin to regenerate and grow in 2002. "If you remember that two-thirds of the population in the world does not buy music today, you can imagine that the opportunities to sell more music to more people may be limitless."



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ARTS & CULTURE

A Quixotic Venture: Squeeze's Tilbrook Goes Solo

BY BRADLEY BAMBARER

NEW YORK—On Glenn Tilbrook's solo debut via his own Quixotic Records, the former Squeeze frontman sings about going it alone in today's marketplace: "I'm pushing out the boat/Calling in every favor to keep it afloat... I know it's a changed world of... I'm running a small shop/in the age of the global superstore."

That song is titled "G.S.O.H. Essential"—after the headings in the personal ads that call for a "good sense of humor"—with the idea that a light heart is necessary in a world where thinking-man's pop is a challenge to purvey and boutique labels have a tougher row to hoe.

The 44-year-old Tilbrook has enviable energy and enthusiasm for his maiden solo voyage and his Quixotic label venture, which he formed in '98 to issue Squeeze's last album, *Dominó*. Yet measured expectations suit his experience. Despite "spending nothing to promote it," Tilbrook says, *Dominó* was "the first Squeeze album since *Cool for Cats* in '79 to turn a profit. I know then that, with hard work, small could be possible, could be great."

As far as competing in what some perceive as a younger man's game, Tilbrook says, "I realized something playing with people like Keith Richards recently: Even though they're infinitely more successful than I am, they are people just like me, who live to play music at whatever age. And while I'd

love to be the musician of the moment on everyone's lips, being on just a few people's lips is pretty great. It was a tremendous relief to realize that."

Issued in May by Quixotic London in the U.K. (via BMG), *The Incomplete Glenn Tilbrook* arrives in stores Tuesday (28) in the U.S., where the disc is manufactured and marketed by the Boulder, Colo.-based *Wax Records* and distributed by that firm's *At-Source* Distribution arm. The album addresses such touchy subjects as middle-aged dignity both in love and onstage, with the sort of subtle wit and sublime melody that have endeared Tilbrook to Squeeze fans since the British band's bow in the new-wave London of 1977.

Tilbrook was Squeeze's music director, serving as lead vocalist, lead guitarist, and main composer across the band's various incarnations and 13 albums. But the outfit's smart, lyrical—as lauded as its irreverent tunes—were the work of Tilbrook's pen force, Chris Difford. The prospect of penning lyrics to measure up spurred a bout of writer's block, which Tilbrook only overcame after ameliorative co-writing with the likes of Ron Sexsmith and Aimee Mann. That said, though, the most well-wrought words on the new set ended up being Tilbrook's alone. (His songs are published by EMI/Virgin Music, ASCAP.)

Squeeze came to an end when Difford, a family man, grew ever-more reluctant to tour. "At a certain age, giggling loses its luster for many musicians. I quite enjoy it, as long as it's part of writing songs and making records. Making this solo record reminded me of the first three Squeeze albums, be-



TILBROOK

fore we settled on a sound. The black canvas was frightening but exciting."

An album highlight is the lead track and first U.K. single, the buoyant, touching solo-pop of "This Is Where You Ain't," penned wholly by Tilbrook. Key songs "One Dark Moment," "Up the Creek," and "Interviewing Randy Newman" were likewise solo creations. Of the collaborations, the second U.K. single and first U.S. release,

"Paralled World" (written with Chris Braide), has already become a favorite in Tilbrook's solo acoustic shows.

Produced with former Robyn Hitchcock collaborator Andy Metcalfe, *The Incomplete Glenn Tilbrook* showcases the charm of the singer's adgeless choirboy tenor, as well as a sense of sonic adventure. Guitar in hand, Tilbrook is crossing the globe this year to play the new material alongside such Squeeze classics as "Templed," "Pulling Mussels (From the Shell)," and "When the Hangover Strikes." The evergreen quality of those songs was emphasized at two sold-out shows at New York's Mercury Lounge, where between numbers the good-natured Tilbrook could barely get a word in over the avalanche of requests.

In '97, with input from Difford and Tilbrook, A&M U.K. remastered and reissued the first six Squeeze albums and released the thoughtful two-disc anthology *Excess Moderation*. In the U.S., Universal has since failed to maximize the band's catalog, merely issuing the single-disc compilation *Piccadilly Collection*, on Sept. 18, the company muddies the waters by re-releasing Squeeze's *Greatest Hits*.

Managed and booked for the U.K. by Suzanne Hunt at Quixotic London, Tilbrook is represented in the U.S. by Soroka Music and the Agency Group

in New York. Following up spring U.K. and summer U.S. dates, Tilbrook tours Australia in September, with further U.K./U.S. dates planned for November. While on his recent stateside trek, he did a yeoman's record of radio promotion, performing live on the air for shows from KBCO Boulder's local Studio C to WXPX Philadelphia's nationally syndicated *World Café* (the latter of which should air in weeks to come).

Visitors to glennhitchcock.com or quixoticrecords.com are kept well-informed about Tilbrook's activities, and North Americans can buy his new disc direct from war.com. According to GM Ted Guggenheim, W.A.R. plans an array of Internet-related promotions, including tie-ins with radio station Web sites and a program for e-mailing fans who download Squeeze tracks from Napster and other sites.

Returning to the impetus of "G.S.O.H. Essential," *The Incomplete Glenn Tilbrook* does face its hurdles. "These artists—the Tilbrooks, Elvis Costello, Nick Lowe—are between a rock and a hard place," says Allen Larmann, head buyer at the Rhino Records shop in Los Angeles. "They don't fit into any one media format—they are adult-oriented, alternative, what? But having created durable bodies of work, they've made a real name for themselves with hardcore music fans. And those are our staple customers. The word will gradually get out on Glenn's record, because it's a good one."

BY LEILA COBO

MIAMI—While most Latin artists are busy brushing up on their English in preparation for crossing over from Spanish, these days Alexandre Pires spends his time with a Spanish tutor.

"It's not easy," acknowledges the soft-spoken Pires, speaking in Spanish from his office in Brazil. "It's been lessons, lessons, lessons, because [before] I learned Spanish on my own. Now, it's been a question of recording 40 minutes of music in a foreign language."

Those 40 minutes constitute *Alexandre Pires*, the artist's first full-length Spanish album—and a disc that label BMG U.S. Latin hopes will make Pires the first Brazilian artist to gain full acceptance in the Spanish-language market since Roberto Carlos. The album is due Sept. 11 in the U.S., Spain, and other Latin territories.

That lofty goal doesn't seem so far-fetched. Pires has already successfully tested the waters with Spanish tracks. Last year, he won awards at Spain's Premios Amigo and Premios Ondas,

and the duet "Santo Santo," recorded in 1999 with Gloria Estefan, was nominated for a Latin Grammy award.

Most telling, Pires doesn't need to be a Spanish-language star. Not yet 24 years old, he has reportedly sold over 11 million discs with his band *Sou Pra Contrair*. He tours most of the year, and Carlos himself has publicly named his successor. A Spanish album, at this point, would appear to be a side project in an already fertile career—except that Pires says he plans it as the beginning of a new, parallel route.

"This will work because he's already sold over 800,000 units in the Latin market," says Jorge Lopez Ortega, BMG VP of marketing for the Latin region. "He has great awareness, and this album is full of hits—Latin hits. We believe he's the next big [Latin] artist."

In the U.S., where Pires is less well-known, he hopes to create initial awareness with the first single, "Usted Se Me Robó la Vida," which has already hit Latin radio and is the theme tune for different five soap operas through-

out Latin America. In Brazil, the single has propelled the Portuguese version of the album, issued last month, to sales of more than 200,000 copies, the label reports.

"I have so much faith in that track,"



PIRES

says German Extrada, PD for Miami-based *Radio 106.7 FM*. "From the moment I first played it, people were calling to ask who the singer was."

Beyond the single, Pires' album strides an almost ideal balance of voice

and repertoire, in the grand tradition of such classic balladeers as Carlos, Manuel Alejandro, and José José.

"This might be the best album I've made in my 18 years in the business," insists Adrian Posse, BMG U.S. Latin A&R director. "Alexandre is a multi-instrumentalist, a dancer, a composer, a great-looking guy. And he brings a different voice—he brings a feeling you detect in the first four bars."

Pires also brings a Brazilian sensibility that's considered irresistible by many elsewhere. But in recent years, few Brazilian acts have achieved commercial success on a grand scale, either in English or Spanish. Part of the problem is the Brazilian market is so large and self-sufficient that acts lose revenue if they sacrifice domestic touring for international promotion.

"I know I'm not as important abroad as I am in Brazil," Pires says. "But my priority now is international." He is aided by a disc that, far from being a translation of a Portuguese production (the Portuguese set is actually a trans-

lation of the Spanish), was conceived specifically for the Latin market.

To accomplish this, Posse enlisted songwriter Estéfano, who spent a month in Brazil with Pires, tailoring songs for the artist. "I've heard my songs placed up there by an amazing interpreter," Estéfano says, adding that Pires has "a very sweet but strong voice, a soulful voice." Ranked as the No. 1 Latin songwriter by *Billboard* for 2001's first six months, thanks to hits written for the likes of Paulina Rubio and Chayanne, Estéfano wrote most of the tracks on *Alexandre Pires*. The album was produced by Julio Reyes, Rey Nieto, Donato Pineda, and Raúl del Sol for Estéfano Productions.

On his end, Dorjia expects to sell more than 2 million copies of *Alexandre Pires* worldwide: "He's already the sex symbol of Brazil—he's targeting women and a younger audience, and we've done a dance remix and a pop remix of 'Usted,' to cover the whole spectrum. We're positioning [Pires] as someone who crosses all frontiers."

Emerging From The Middle Of 'Iowa'

Roadrunner Act Slipknot's Success Story Isn't Just Masks And Numerals

BY WES OHSOSKI

NEW YORK—"They take their music very seriously," a Roadrunner Records publicist says of the label's platinum shock-thrashers Slipknot. For most bands, such much is implied. But most bands aren't like Slipknot.

In fact, most groups have nothing in common with the hardcore none, which, in the three years since emerging from the very definition of the middle of nowhere—Des Moines, Iowa—has gone on to establish itself as the reigning act of shock rock.

What's helped win Slipknot that title (which it is sure to retain after the highly anticipated Aug. 28 release of its second Roadrunner album, *Iowa*) more than anything else, and what distinguishes it from just about every other act, is that each member of the band wears a mask. We're not talking spartan Mexican wrestling masks or rubbery Dick Nixon masks. The Slipknot get-ups range from the psychotic clown to the bloody mime.

What's more, the band members—some of whom have exchanged their names for numerals—take the stage in these masks (and matching, sometimes faux-blood-stained jumpsuits), they deliver the suite of modern-day metal legend: relentlessly full-throttle aggression, chaotic and frightening enough to generate as many nightmares as Core Simmonds' blood-spunged antics did in the '70s.

With Slipknot making Halloween an everyday event, it's understandable that the group's publicist feels compelled to stress that the band

also puts care and effort into its songwriting as well. Their songs are published by EMI April Music/Music That Music, ASCAP. Slipknot is managed by L.A.-based Steve Richards at No Name Management and booked by Dave Kirby at the Agency Group in Los Angeles.)



SIPKNOT

Snicker though you may, commercially, Slipknot is no joke: It has sold more than 1 million copies of 1999's *Slipknot*, its first Roadrunner set and second overall. And if the group's online presence is any indicator, *Iowa* is sure to be an even bigger success. To help stir excitement for *Iowa*, Roadrunner recently posted an MP3 of new track "Heretic Song" on its Web site for free downloading. Label president Jonas Nachsain says that in the first second after its posting, about 1,000 users began downloading the song. He adds that the track has been downloaded about 175,000 times since.

Slipknot's reputation began growing in 1999, when the then-mostly unknown act joined that year's *Ozzfest*.

Playing to metalheads across the U.S.—from the fest's second stage—helped Slipknot reach platinum status.

This summer, Slipknot again set its forthcoming album with a slot on the just-wrapped Ozzfest. This time playing the main stage with Black Sabbath and Marilyn Manson, among others. The band will hit the road again Sept. 14, when it begins the Pledge of Allegiance arena tour with Rammstein and System of a Down. This time around, the band's fans playing the group refer to as its "maggots"—are in for a more interactive, less restrictive experience, promises its founder, Shawn Crahan, aka the Clown, aka No. 6.

"We're not fucking around," he says. "When we came out, we told people it was going to be world domination."

Crahan, 31, says that *Iowa*—which will be packaged in a foil booklet with a 12-panel vellum foldout—features the band at its "most brutal." Slipknot, he says, is like "being a little kid, totally full of anxiety. It's someone who's got an ear to get the chance to allow the world to hear it. Well, we still have that [with *Iowa*], but instead of the ear, now it's the whole body."

LEAD TRACK LEAKED

Nachsain says Roadrunner was forced to service "Left Behind" to metal and active and modern rock formats earlier this month, after several stations leaked the track. The label has also partnered with MTV for an MTV 360 promotion that will see the album promoted across MTV and MTV3, as well as on mtv.com.

Natalie Waleik, senior buyer for Newbury Comics' 22 stores, says the band's local Ozzfest stop is already making an impact at the Boston-area chain, with Slipknot sales picking up. *Iowa* "will certainly be bigger out of the box," she says. "Slipknot took a few months to take off and is still selling well two years later. This time, they have radio [support], which they probably don't even need."

Despite the masks, the Satanic images that float through the band's work, and such song titles as "People-Shit," Crahan says, there's an uplifting aspect to Slipknot—an esteem-boosting message of empowerment—that is often missed.

"We are here to wake you up and kill the part of the brain that tells you that you can't," Crahan says. "It's not about me. It's about what I'm doing for kids. When I walk out onstage, there's 15,000 kids that I'm to, represent potential. And I'm here to tell you, to tell them, that no matter what they tell you, no matter what they say, you can be from nowhere and you can break out and become anything you want. Because the bottom line is [that] this is your life time. This is your time, here, now, on this planet."

The Beat

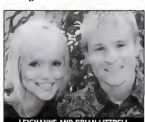
by Melinda Newman



AYEROFF RETURNS: Fifteen years after leaving Warner Bros. Records, Jeff Ayeroff returns to the label as creative director. In the interim, of course, Ayeroff was co-chairman of Virgin Records America and co-founder of the Work Group with his former partner Jordan Harris. Most recently he ran the U.S. marketing campaign for the Beatles' 1 album.

Ayeroff will also serve as creative consultant to Warner Music Group. His duties will include representing Warner in certain initiatives with parent company AOL Time Warner.

HAPPY TOGETHER: Backstreet Boy Brian Littrell and his actress wife, Leighanne Littrell, have launched Brighlight Productions. The first



LEIGHANNE AND BRIAN LITRELL

release from the production company will be the Navarre-distributed Oct. 23 soundtrack to *Olive Juice*, which arrives on video Oct. 9.

Leighanne, who appears in *Olive Juice*, will serve as the president of Brighlight Productions, which is wholly owned by the Littrells. Non-employee participants in the label are Brett Donowho and Greg Weiss of Insight Entertainment Group.

The pair deliberately decided to start small because, Leighanne says, "a lot of times with a larger label, you're not going to get control." She adds that Brighlight is negotiating to sign Brett Laurence, who appeared on the soundtrack.

Brian also remains a partner in the Interscope-distributed label run by Backstreet Boys and its management company the Firm. Following a seven-week break from touring to allow Backstreet Boy A.J. McLean to receive treatment for alcoholism and depression, Brian returned to the road with the group Aug. 24.

After the tour ends in October, Brian isn't sure what's next, he says. "There are contracts to go to the Far East. If that will happen, we don't know. We're living day to day, and we want to take care of what we do and what we care about, and that's A.J."

Denying any rumors of a breakup, Brian says, "We definitely have more albums to do."

JUST WATCH: We will be shocked if Metropolitan Entertainment Group (MEG) isn't purchased by SPX/Clear Channel Entertainment (CCE) in the coming months, despite protestations by MEG's new chairman that such a sale is not a given.

To recap, John Scher, who founded the New York-New Jersey-based MEG 30 years ago, was ousted from his post Aug. 15 and replaced by Scott Mackinn, CEO of Covanta Energy. Covanta now owns close to 80% of MEG following its purchase of most of Scher's 40% share of the company (Billboard, Aug. 25). Scher will now head his record label, Hybrid Recordings.

Covanta (formerly Ogden) had MEG on the block for more than a year. Several suitors—some in the concert industry, some not—sniffed around MEG, but no deal was struck to buy out Covanta.

Scher says, "It's no mystery that Covanta made a decision in 1999 [to divest its entertainment properties] and, candidly, our management team wasn't able to find a buyer everyone was happy with."

The company Scher was adamant about not selling to was CCE, with whom he had battled over Northeast territories. This move now clears the way for CCE to move in. It's possible that with Scher no longer having right of first refusal, House of Blues (a previous potential buyer) or another company will step back in, but we doubt it.

Our fear is that once MEG tumbles, the few remaining indie promoters will not be able to stand up against consolidation. As it is now, CCE has snapped up most of the top-tier regional promoters. Among the few holdouts are Chicago-based Jam; New Orleans-based Beaver Productions; West Palm Beach, Fla.-based Fantasma; Dallas-based 462; Portland, Ore.-based Double Tree; Washington, D.C.-based L.M.P.; and Denver-based NIPP, which is suing CCE.

Scher, even though he had Covanta as a partner and before that PolyGram, was emblematic of the indie promoter—the David standing up to Goliath.

IN BRIEF: Former Hollywood Records senior VP/Care Mark DiDona will start in his new role as senior VP at Capitol Records by the end of August. ... Artemis Records has signed Russell Crowe's band, 30 300 Fod of Grunts, to a three-album deal. ... The group's *Bottom Line or Clarity* in the U.S. on Sept. 18. ... Danzig has inked with Survival Management for representation and is negotiating a new label deal.

Additional reporting by Ray Waddell.

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Veteran Nick Lowe Acts His Age On Yep Roc Records' 'The Convincer'

BY CHRIS MORRIS

LOS ANGELES—Nick Lowe's new album, *The Convincer*, due Sept. 11 on Chapel Hill, N.C.-based Yep Roc Records, is very much a continuation of prior associations and aesthetic directions for the English musician.

Although Upstart Records—the Boulder, Colorado label that issued Lowe's two most recent albums—no longer exists, Yep Roc (and its parent distributor, Redeye Distribution) is co-owned by Glenn Dicker, who formerly was a partner in Upstart. (The other partner, Jake Guralnick, now handles U.S. management chores for Two Jakes Management, whose Jake Riviera has long directed Lowe's career.)

Lowe says, "I had a very nice association with those people at Upstart, and Glenn Dicker, who used to be involved with Upstart, runs Yep Roc. I couldn't see a little detail like their record company going bust interfering with my desire to work with them again."

Of Lowe's arrival at the label, Dicker says, "We're thrilled. This is a huge thing for us. It's something we've been trying to build for a while—trying to be able to get into a position where we could do his next record. That's been a personal goal, in some ways. The timing worked out great, with the way the label developed, the way distribution developed, and the way the timing for his release came out."

The Convincer continues in the darker, more contemplative style of its acclaimed Upstart predecessors, *The Impossible Bird* (1994) and *Dig My Mood* (1998). "Homewrecker," "Late-ly I've Let Things Slide," and "I'm a Mess" (published by Plangent Visions Music Ltd.) are superlative examples of Lowe's mature approach, which is sometimes in pronounced contrast to the early funny pop mod in which he worked during the '70s and '80s.

"I've been looking for a long time for a way to record myself and for a style that would suit the fact that I'm getting older," Lowe says. "I had a brief career as a pop star in the late '70s and thoroughly enjoyed it, but as you know, most people have only a little time at that, and then it's over. Unless you're Cher or Elton John or someone like that, you either become a terrible parody of yourself and try and carry on doing the music you were doing as a kid, or you find some other way."

KEEPING THINGS COVERED

Lowe turns in two typically well-selected covers—of American singer Johnny Rivers' "Poor Side of Town" and the Jamaican reggae group Byron Lee & the Dragonaires' "Only a Fool Breaks His Own Heart."

"I will always put covers on my record, even if I were really, really prolific," Lowe explains. "If you put a couple of covers on your record, it shows that you're not obsessed, even if you are. My heart rather sinks when I look at a CD sleeve and see that an artist has written everything on it. I say, 'Well, why don't you get out more?'"

Dicker says that Lowe will be in

the U.S. in late September and early October for a media tour that will include appearances on the nationally aired radio shows *Fresh Air* and *Mountain Stage*.

Lowe, who is booked in the U.S. by Marsha Vlasic of MVO in New York City, will embark on a formal U.S. tour sometime after the completion of his U.K. jaunt, which starts Oct. 11.

In addition to working with both major chains and indie stores, Dick-



LOWE

er says, the label has devised an innovative plan with Borders Books & Music. "The idea was to have some sort of value-added scenario—we came up with a bonus disc. They'll be doing their optimum placement for it in the fall."

The three-song disc, which will be packaged in stickered copies of the album at Borders outlets, will include the original song "Different Kind of Blue" and covers of the ska tune "The

Conference Table" and the old Shirelles hit "Mama Said."

Yep Roc is hiring indie promoter Harry Levy to work *The Convincer* at triple-A outlets and Paul Crowley to promote the set at AC stations.

Allen Larman, buyer at Rhino Records' L.A. store, sees great potential for *The Convincer*. "It's got good songs, and it's very soulful. There's a maturity to the way he sings and plays. Nick Lowe doesn't make bad records."

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Mercury Rev Creates An Upeat, Mythic World On V2's 'All Is Dream'

BY TODD MARTENS

LOS ANGELES—Mercury Rev lead singer Jonathan Donahue is perfectly willing to accept that "monsters want souls" and "vampires want blood," as he sings on new single "Nite and Fog." These mythic images, not conventional reality, shape the reclusive band's world, explored in all its fantastic lushness on the band's latest V2 offering, *All Is Dream*.

"It's not a rejection of reality but an acceptance of an alternate reality that's equally valid," Donahue says of the set, due Sept. 11. "I do what I can to balance my unconscious dream world with this physical, dense matter plane of existence. My dreams [are] as valid as my waking life."

Those dreams inspire an expansively orchestrated, psychedelic pop sound, which has given the group a gold album in the U.K. and at least 49,000 admirers in the U.S.—the number of people who bought the band's last disc, *Deserter's Songs*, according to SoundScan.

After nearly drifting into obscurity after 1995's *See You on the Other Side* (Sony), this Catskill Mountains, N.Y.-based band, once ousted from *Lollapalooza* for loudness, looked ready to disappear with a whimper. Yet with a new home on V2, and Donahue fully recovered from a post-tour nervous breakdown, Mercury Rev emerged with a quieter, almost mys-

tical sound, giving the label a critical and cult favorite in 1998.

"When I first heard *Deserter's Songs*, I knew I had been given a gift," says Sharon Lord, V2's head of product management.

Much of the Band-influenced, twilight feel of *Deserter's Songs* was



borne out of relief. The once- volatile relationships among Donahue, guitarist Grasshopper, and bassist/producer/Flaming Lip Dave Fridmann were finally cooling. New drummer Jeff Merrell was also settling in, and Donahue has described *Deserter's Songs* as the sound of friendship renewed.

"With *All Is Dream*, it's like our nerve endings were reattached," Donahue says. "There was a greater focus of light that seemed to be flowing through us, like a prism, and reflecting in a much stronger way. The imagination was there, as

well as greater inspiration."

The result is a more upbeat, rock-oriented piece, a starlit journey through nightmares and folklore, launching with the symphonic fantasia of "Dark Is Rising" and traversing through the siren-like keyboard of "Lincoln's Eyes" to the soaring guitar of "Queen." Also, Tony Visconti's eloquently arranged classic-rock strings fly through "Chains."

Yet the album's beginnings almost led to disaster. The group, managed by Marcus Russell at Ignition in the U.K. and published in the U.S. by Canaveral Pictures (BMG), had hoped legendary producer/arranger Jack Nitzsche (Neil Young, Rolling Stones) would helm the set. Donahue, a longtime fan, counts Nitzsche's scoring work for *One Flew Over the Cuckoo's Nest*, with its haunting bowed saw, as having a direct impact on the band. It wasn't to be. Nitzsche passed away days before recording was to start.

"We've met famous people before, and everyone has a special aura, but Jack's was unearthly," Donahue says. "You had to enter Jack's world. It wasn't a mutual thing. He had so much pure musical imagination that it boggles my mind."

Donahue stresses that what the band recorded is not a tribute to Nitzsche. "Lord knows, I have no idea what he would have done. We only

knew to keep going. Songs bang away in my mind. Until I manifest them on vinyl, I don't sleep."

V2 is planning a slow, nontraditional rollout for the album, at least

'I do what I can to balance my unconscious dream world with this physical, dense matter plane of existence. My dreams are as valid as my waking life.'

—JONATHAN DONAHUE,
MERCURY REV

in the U.S., where the emphasis will be on promotion at college radio and on the Web. The band was recently on the cover of England's *New Musical Express* and will headline the second stage of the Reading Festival at the end of August. Booked by Sam Kirby of New York City-based Evolu-

tion Talent Agency, the band will play Europe until early winter.

Brett Grossman, music buyer for Chicago's Reckless Records, says V2 is so tight that it slow. "There are so many huge records coming out, like Spiritualized, Björk, and Stereolab," he says. "Mercury Rev might get overshadowed in these coming weeks, but the band will find a way to eke it out."

Nic Harcourt, music director of KCRW L.A., thinks the band may have a shot getting radio play. "College will gravitate toward it quickly, but the single, 'Nite and Fog,' is something that will stand out when radio programmers are looking at adding songs."

Regardless, Donahue won't be abandoning his hermit traits. "It's tough for V2 to figure out what we can do next in the Catskills, but when they hear these records, they understand why I'm reclusive. It takes everything out of me to make these things. I couldn't deal with being close to a label or a big city."

FOR THE RECORD

The Soundtrax column will return in the Sept. 15 *Billboard*.

SEPTEMBER 1 2001 amusement BUSINESS

Boxscore Top 10 Concert Grosses

ARTIST	VENUE/ DATE	GROSS/ TICKET PRICE	ATTENDANCE/ CAPACITY	PROMOTER
MADONNA	Madison Square Garden, New York City July 25-31	\$9,297,185 \$250-\$45	79,401 live sellouts	Clear Channel Entertainment
MADONNA	Earls Court, London July 4-12	\$8,726,149 (£8,371,485) \$120-\$39/\$25-\$40	162,415 on sellouts	Clear Channel Entertainment
U2	Gelredome, Arnhem, the Netherlands July 31-Aug. 2	\$4,015,276 (16,121,248 guilders) \$75-\$93/\$30-\$35	189,812 three sellouts	Clear Channel Entertainment
MADONNA	MCI Center, Washington, D.C. Aug. 10-11	\$3,472,148 \$250-\$45	32,861 two sellouts	Clear Channel Entertainment
MADONNA	First Union Center, Philadelphia July 21-22	\$3,382,485 \$250-\$45	31,128 two sellouts	Clear Channel Entertainment
U2	Stadio delle Alpi, Turin, Italy July 21	\$2,816,225 (\$3,320,275 inv) \$82-\$145/\$30-\$35	73,861 sellout	Clear Channel Entertainment
"N SYNC, DANTE THOMAS, CHRISTINA MILLAN	Alamodome, San Antonio Aug. 5	\$2,713,075 \$20-\$27/\$10-\$15	46,557 41,083	Clear Channel Entertainment
U2	Manchester Evening News Arena, Manchester, England Aug. 11-12	\$2,073,724 (\$1,425,400) \$86-\$93/\$40-\$30	38,742 two sellouts	Clear Channel Entertainment
ROD STEWART	Joey Beach Theatre, Westbury, N.Y. Aug. 7	\$1,848,527 \$125-\$105/\$20-\$25	26,486 28,058 two shows	Clear Channel Entertainment
MADONNA	Continental Airlines Arena, East Rutherford, N.J. Aug. 2	\$1,842,155 \$250-\$45	16,567 sellout	Clear Channel Entertainment

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Epic's Stone Gossard Makes Pearl Jam's First Solo Move

BY JONATHAN COHEN

NEW YORK—Throughout Pearl Jam's first decade together, the Seattle rock outfit's five members often dabbled in side projects, but none had released an official solo album.

That distinction falls by the wayside Sept. 11, when Epic releases *Bayleaf*, the solo debut from guitarist Stone Gossard. The artist previously released two Epic albums with the band Brad and the band's primary day.

"In the time of between Pearl Jam, I've always liked to get up and play guitar and write," says Gossard, whose lone prior lead vocal came on "Mankind" from Pearl Jam's 1996 *No Code*. "In the process of doing that, I wrote a bunch of songs. I had been recording and trying to learn how to sing and attempting to finish something without it having to be a Pearl Jam song. I just happened to be the first guy to get them all together and make the final push of getting them out."

Gossard began work on the project more than three years ago, when he penned the album's somber, Neil Young-leaning title track while on tour with Pearl Jam's Australia. Most of the nine other *Bayleaf* tracks weren't fully realized until recently. Gossard attributes finishing them to the invaluable assistance of such collaborators as singer/songwriter Pete Dinklage, who produced and played on nearly every song.

Ex-Pearl Jam drummer/session man extraordinaire Matt Chamberlain turns up on the album's first two tracks, the rock-driven "Bore Me" and the dark, jazzy "Flts." Ex-Green Apple Quick Stop frontman Ty Willman takes vocal duties on three cuts, including the grungy first single, "Unhand Me." The rest of the band includes three veteran Seattle musicians: pianist Ron Weinstein, bassist Guy Davis, and drummer Mike Stone.

"The amount of energy you get from other musicians feeling what you're doing or believing in what you do is a big part of anyone doing well," Gossard stresses. "Even to say it's a solo record is in a way misleading. It certainly wouldn't be what it is without the other people who were involved."

Without eliminating all traces of his Pearl Jam roots, Gossard strolls down a variety of new musical avenues on *Bayleaf*—from pure, organ- and piano-inflected "Anchors" and the melodically superb "Hellbent" demonstrate songwriting versatility, while "Fend It Off" and "Every Family" filter obtuse personal reflections through vintage blues and soul melodies. (The artist's songs are published by Write Triage Music, ASCAP.)

Throughout, Gossard's lyrics defy easy explanation. Such seemingly autobiographical songs as "Bayleaf" and "Bore Me" often stop short of full disclosure, while "Fend It Off" and the funky, bouncing "Pigeon" revel in provocative lines ("I'm not from sleeping around") about the ups and downs of relationships.

"It's a little cynical and a little bit fun, I think, in terms of the mood of how that person is saying it," Gossard says of the latter cut. "It's sort of saying that things destruct sometimes. You can look at it as an adventure as to how you go on from there."

Gossard says he welcomed the challenge of putting both his words and his voice to tape, skills he looks forward to honing. "What I struggled with the most was coming in one day and saying, 'Wow, that sounds good,' and then coming in the next day and going, 'Wow, that just is not great. How do I get it to be great?'"

GOSKARD GOES ONLINE

Such questions aside, Epic knows it has a built-in audience in Pearl Jam's rabid fan base, according to VP of marketing Chris Poppe. As has become customary with such recent special projects as Pearl Jam's live bootleg series, fans were able to pre-order *Bayleaf* beginning Aug. 20 through the Pearl Jam fan club site TenClub.net, as well as the newly launched StoneGossard.com.

The label recently began streaming one album track per week on Gossard's site, which also hosts videoclips of the artist discussing the album's creation and an e-card with his personal greeting. According to Epic head of new media Cory Llewellyn, Gossard will participate in two Web chats around the release date, with partners to be determined. A number of online contests are on tap, with prizes including autographed guitars and lithographs. Epic serviced retail with two-song samplers and a Gossard-penned biography in July. In addition, *Bayleaf* (as well as upcoming Epic/Sony albums from Ben Folds and Jamiroquai) will



GOSKARD

list for \$12.98 via a special downloading-artists promotion. "Although people know Stone through Pearl Jam, this record has such a cool vibe that we want to make sure a lot of people get to pick up on it," Poppe says. "This price will really help with that."

The label is also considering several programs with indie retailers, which is where some retailers believe the project will break first. "This record has the kind of edge and experimentation that open-minded listeners crave," says Marlon Cretton, manager of San Francisco's Record Kitchen.

Bayleaf is also the centerpiece of a contest within Sony Music's college promotion department: The campus representative deemed to have done "the best job of creating awareness for the album" will win a trip to London. Gossard will personally meet with reps during a September visit to New York.

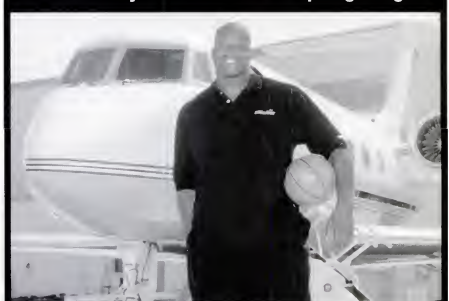
"Unhand Me" was serviced to rock radio Aug. 13, and Epic has hired promotion company the Syndicate to

work the album at college radio. Poppe says Gossard may visit stations in major markets in September.

One thing Gossard won't do is tour in support of *Bayleaf*. He chalks this up to his inexperience with singing in a live setting. He says, "Ultimately, I might be able to, but I'm not there yet in terms of the headspace."

As Pearl Jam prepares for three October concerts and impending sessions for its seventh studio album, Gossard reflects fondly on this latest phase of his musical exploration. "I've achieved what I wanted to achieve, which is to get [an album] done and to know that I can do it again," he says. "Knowing I can make a record when I feel like it is comforting."

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August 10, 2001

The Most Popular New Talent On Broadband Talent Net

#	Artist	Genre	Weeks On
1	Tragic Sense	Alternative, Electronic	1
2	Merge	Rock, Alternative	11
3	Finder Baby	Rock, Metal	1
4	Alexa Johnson	Pop	46
5	Brickfoot	Pop, Rock	37
6	Aravia	Pop, Dance	4
7	Redlyn	Alternative, Rock	7
8	Travali	Metal, Hardcore	7
9	Sylvia Teasun	Pop, World Beat	8
10	Portant Moments	Rock	5

Week's results are based on votes cast by Broadband's registered active audience for any artist featured on the site. Artists are listed in order of vote and are sorted by the number of votes received. The top 10 artists are listed.

Radio Play Favorite Song Requests

August 10, 2001

The Most Listened-to New Tracks On Broadband Talent Net

#	Composition, Artist	Genre	Weeks On
1	Again, Amber Rose	Pop, R'n'B	5
2	What I Think, Decenary's Ray	Pop, Rock	5
3	On The Floor-Radio Mix (What Would I Take), Taryn	Pop, R'n'B	4
4	See-Saw, Lobelia	Pop, Rock	1
5	Have Some Fun, Latisha	Urban, Hip Hop	5
6	Deaf, Merge	Rock, Alternative	10
7	Walking A Tightrope, Merge	Rock, Alternative	10
8	Low, Four Die	Hard Rock	10
9	Backseat, Clove	Pop, Rock	26
10	Bigmouth, Clove	Pop, Rock	23

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ARTISTS & MUSIC

Choirs Inspire Arista's Trippy Spiritualized

BY LIANA JONAS

NEW YORK—Jason Pierce is a walking dichotomy. The lead singer/guitarist of the trippy British rock band Spiritualized does not believe in God. Nor is he a big fan of organized religion. Yet his band's new disc, *Let It Come Down* (Arista, Sept. 25), brims



PIERCE

with religious and spiritual references and influences. In fact, the musician is a self-proclaimed gospel fanatic.

Let It Come Down is a partial departure from the space-rock sound of past Spiritualized records, including 1997's intoxicating *Ladies & Gentlemen, We Are Floating in Space*. On tap is a new band lineup and an earnest amalgam of pure rock'n'roll and live orchestras and choirs.

"Over a year was spent in prep," Pierce says of the set's creative process. "I wrote live orchestras first, [starting] with the French horns and oboes. I sang the melodies into a Dictaphone and played them note by note on a piano. It was an extremely slow process. I did it this way because I wanted to go outside myself."

First single "Stop Your Crying" ships to college radio in early September. In October, Arista will service the single to modern rock and triple A. According to Arista VP of marketing Tony Ward, more than 100 retailers, including some chains, have taken part in Arista's pre-order campaign.

Don VanCleave—president of the Coalition of Independent Music Stores and owner of Birmingham, Ala.'s Magic Platter record shop—compares Spiritualized to another unlikely commercial success story: "You look at the insane success of Radiohead—you can't get into their shows," he points out. "They're never on the radio, and they created their own scene. Spiritualized is in that camp with that same crazy genius."

Up next for Spiritualized is a fall tour with a 13-piece band. How will Pierce compensate for the choirs and droves of musicians who appear on the disc? "We won't," he says matter of factly. "It comes to me in folds, and the show constantly changes. If a song has to be changed radically, we'll do that."

Spiritualized is managed by Frank Girona at Lookout Management in Los Angeles and booked by Sam Kirby at Evolution in New York City.

The Classical Score

by Steve Smith

AMERICAN LITERATURE: This is a big week for composer Mark Adamo. On Tuesday (28), the Finnish label Ondine will release a recording of his first opera, *Little Women*, performed at Houston Grand Opera in March 2000. The next day, PBS will broadcast that production on Great Performances.

The activity doesn't end there: Already staged by several American companies, *Little Women* has eight new productions scheduled through 2003, including at the Glimmerglass Opera Festival and New York City Opera.



ADAMO

Ironically, though, all this activity may never have arisen had *Little Women* not met with rejection at its inception.

The Catholic University of America in Washington, D.C., where Adamo earned his master's degree, originally approached him to create an operatic setting of the venerable Louisa May Alcott novel. He found that prospect daunting. "After immersing myself in the book, three films, and half a dozen failed stage adaptations that I found in the Library of Congress," Adamo wryly recalls, "I started to think, 'Maybe there's not an opera here.'"

Adamo eventually centered his conception around character Jo March's struggle against the passage of time as she grows apart from family and friends. "It was a different *Little Women* than I'd ever seen—one that I, as an artist, would be extremely excited about doing," he says. That vision proved too idiosyncratic for Catholic University: He says, "Under the rubric of artistic differences, it fell apart."

Adamo related his story to friend and mentor Carlisle Floyd, a respected opera composer long associated with Houston Grand Opera (HGO). Adamo sought only a sympathetic ear; instead, Floyd presented the work to HGO general director David Gockley, who has made new American opera a staple of his company's activities.

Since Gockley took charge in 1972, HGO has commissioned 25 operas, including Philip Glass' *Achilles and John Adams' Nixon in China*. Gockley offered to produce two perform-

ances of *Little Women* with the company's studio program in March 1998.

Adamo's work—which deftly integrates 12-tone recitatives with stop-stopping theatrical arias and orchestral leitmotifs—proved both a critical and a popular success. G. Schirmer agreed to publish the score, and Gockley scheduled a main-stage revival for the 2000 season, during which the PBS telecast was filmed.

To Gockley, the success of *Little Women* reflects a growing acceptance for American opera here and abroad. Works that might once have disappeared after a splashy premiere are now being revived more frequently.

"*Nixon in China* was given a new production by the English National Opera last year," Gockley notes. "In Bregenz, we just did a co-production of Floyd's *Of Mice and Men*, and the reception there—in the land of Mozart—was remarkable."

Closer to home, Gockley points to San Francisco Opera's success with *Jane Hoggie's Dead Man Walking* (to be issued on Erato in October) and Chicago Lyric Opera's series of works from William Bolcom—the latest of which, *A View From the Bridge*, was released on disc by New World in June. Gockley wanted to see *Little Women*



GOCKLEY

preserved on record as those operas had been; he shopped a master tape of the PBS production to several labels.

"I'd read the book and seen the films, so I was interested in hearing the tape," says Reijo Kallonen, founder of Ondine. "The music was innovative and had a fluency about it that I found immediately attractive. Of course, I had to be careful, because contemporary opera is not easy to sell. But, in this case, the TV broadcast will help."

While it may come as a surprise to find a new American opera making its record debut on a Finnish label, Kallonen had planned several recordings of American music—including an upcoming disc of concertos by Christopher Rouse—when *Little Women* was presented to him. "America is our second-biggest market and a fluency about it that, so we've always been willing to make an effort there. *Little Women* fit in very well with our plans."

ALBUMS

Edited by Michael Paoletta

POP

★ VIGILANTES OF LOVE

Summershine
PRODUCERS: Tom Lewis, Bill Mallonee
Compass 743202
 After a decade of critical acclaim and many road-weary miles, this inventive outfit looks poised to strafe a chord with a broader audience on *Summershine*. Comprising lead vocalist/guitarist Bill Mallonee, bassist Jake Bradley, and drummer Kevin Huie, the Vigilantes here pay homage to the British pop influences Mallonee soaked up during his youth (with his appreciation only intensifying in recent years, as the band toured Europe). The result is an album of infectious guitar pop, with intense lyrics juxtaposed against bright, buoyant melodies. The unifying thread is Mallonee's distinctive voice, with its almost boy's earnestness and whimsical intelligence. Among the engaging highlights are "You Know That," "Along for the Ride," and "She Is Fading." Contact: 615-320-7672.—**DEP**

R&B/HIP-HOP

► BRIAN MCKNIGHT

Superhero
PRODUCERS: Brian McKnight, Anthony Vance, Battelle, Level "City Spud" Webb
Motown 4743
 There is no denying Brian McKnight's ability to write a tear-jerking ballad, as such hits as "One Last Cry" and "Back at One" prove. On *Superhero*, his sixth album, McKnight once again puts the focus on love songs. The album's lead single, "Love of My Life," is the stuff of

SPOTLIGHTS



Laurie Anderson
Life on a String
PRODUCERS: Laurie Anderson, Hal Willner
Nonesuch 79539
 Rather than simply release an album version of her recent multimedia presentation *Songs and Stories of Moby Dick*, Laurie Anderson has included some songs that derive from it—such as the moody "One Beautiful Evening"—to go along with others that are wholly original for this, her first album of new music since 1994's *Bright Red*. The rhythmic delight "The Island Where I Come From" and haunting lead track "One White Whale" are apt examples of the album's elemental production aesthetic. Likewise, "Pieces and Parts" pares the accompaniment down to a delicate string trio. As this and the title track suggest, the album is string-heavy, with Anderson playing violin—something she hasn't done on disc since 1982's *Big Science*. Contributions from husband Lou Reed, Bill Fissell, Dr. John, and Van Dyke Parks enhance in their intended blend of beauty and sadness.—**JB**

Toby Keith
Put My Chain
PRODUCERS: James Stroud, Toby Keith
DreamWorks 13766
 Toby Keith is no rookie, but his efforts on *DreamWorks* have taken him to a new level. This album finds him more confident and adventurous than ever. And for good reason: *Put My Chain* boasts great songs, stellar musicianship, and stout production. "I'm Just Talkin' About Tonight" is a new honky-tonk standard, the title cut is a swampy side of back-



woods do-faced funk, and "Pick 'Em Up and Lay 'Em Down" has a real edge. A lot of men will relate to the rapid-fire "I Wanna Talk About Me," which Keith manages to sell through sheer force of personality. Keith owns a lethal tremolo and knows his way around a ballad, too; highlights here are the subdued but powerful "You Didn't Have as Much to Lose" and the soulful "Yesterday's Rain." He may be a bit of a late bloomer. But Mr. Keith is ready for stardom—now.—**RW**



Björk
Vespertine
PRODUCERS: Björk, Thomas Knak, Marlin Console, Marius de Vries
Elektra 62553
 Unlike the extroverted antics of such previous Björk essays as *Post* and *Homogenic*, *Vespertine* is positively introverted. This intimate, often breathtakingly beautiful collection (primarily produced by the artist herself) finds solace in the calm after the storm. "I'm so close to tears/And so close to simply calling you up/And simply suggesting/We go to that hidden place." Björk sings on the opening track and lead single, "Hidden Place." The winning "Hate It Love It" is a fuzzy tale about a "recurrent dream" that only Björk could have thought "glowing off" and "glowing lights." Other sublime *Vespertine* moments include the almost-toprivate "Cocoon," the melancholy "It's Not Up to You," and the harpsichord-piano "Paper Poetry." After catharsis, spend some quality time with "Undon," "Aurora," and "Unison"—all of which have the strength to bring tears (of joy and pain) to the eyes.—**MP**

which old-school R&B dreams are made. Employing a full string section, McKnight crafts a ballad that may well be heard at weddings for years to come. McKnight teams with N'Sync's Justin Timberlake on the sunny "My Kind of Girl." The *debut* works as a simple blend of pop and R&B and could easily serve as a second single. *Superhero* does have its flaws, but particularly the guitar-driven title track, which sounds out of place on this ballad-heavy collection. But swaying mid-tempo "Groovin' Tonight" and "Don't Know Where to Start," featuring the St. Lunatics and Nate Dogg, respectively, make up for such missteps. In the end, *Superhero* is a well welcome addition to McKnight's solid oeuvre.—**RW**

EDDIE M.
Eddie M.
PRODUCERS: various
Gold Circle Records 50006
 Saxophonist Eddie M. (né Minnifield) moves from sideman to frontman on his debut. Displaying the versatility that has earned him gigs with Prince, Stevie Nicks, Sheila E., Con Funk Shun, and Eric Benét, Eddie M. rages from easy funk and pop to seductive R&B jazz on a set of instruments and vocals—more than half of which he co-penned. Chief among them are the playfully seductive "Baby Leave the Lights On" and "Divided Soul." Adding able assistance on this soulful excursion are Benét on the moving "Fire to a Woman" and too-long-absent R&B singer Prince White, who adds sheen to a cover of Junior Walker's classic "What Does It Take (To Win Your Love)." While Eddie M.'s pleasant vocals on several tracks pose no threat, to the Brian McKnights of the world, they do reflect the honesty, passion, and energy with which he approaches his craft.—**GM**

(Continued on next page)

VITAL REISSUES

ELVIS COSTELLO
My Aim Is True
REISSUE PRODUCERS: Gary Stewart and Val Jennings, Bill Inglot and Andrew Sandoval
ORIGINAL PRODUCERS: various
Rhino 74285

Spike
REISSUE PRODUCERS: Gary Stewart and Val Jennings, Bill Inglot and Andrew Sandoval
ORIGINAL PRODUCERS: Elvis Costello, Kevin Killen, T-Bone Burnett
Rhino 74286

All This Useless Beauty
REISSUE PRODUCERS: Gary Stewart and Val Jennings, Bill Inglot and Andrew Sandoval
ORIGINAL PRODUCERS: Geoff Emerick, Elvis Costello
Rhino 74286
 These reissues—the first trio in a complete, thematic Rhino rollout of Elvis Costello's entire back catalog—



set a new standard for the remastering, repackaging, and reconstituting of a current artist's work. Each album—now expanded to two CDs (for the price of one), with the bonus disc featuring contemporary demos, alternate takes, B-sides, and collaborations—features freshly remastered sound, complete credits and lyrics (even for the bonus material), extra photos, and compelling



annotation by Costello himself. Put out by Rykodisc, the previous single-disc reissues of Costello's original Columbia material were excellent in their way, with good sound and a wealth of additional material. But Rhino's are that much better, and they include the albums from Costello's Warner Bros. years. His 1977 Columbia debut, *My Aim Is True*, remains a new-wave singer-song-



writer classic, of course, and the 13 very rare (some long-lost) bonus tracks add real value. *Spike*, Costello's 1969 hon on Warner, was a bold step beyond the edge rock'n'roll of his longtime backup band, the Attractions, with the grand production featuring complex arrangements and a connoisseur's collection of session players. A number of cover tunes and demos are included, with

the demos showing just how much the *Spike* material was shaped in the studio (almost always to his benefit). The album that gains most from double-disc expansion is Costello's final Warner set, 1993's *All This Useless Beauty*. The bonus tracks here are first-class—proving that Costello's first drafts and offshoot tracks are often superior to many singer/songwriters' master takes. His demo for "Hidden Shame," a great song written for Johnny Cash, rocks with down-home insouciance, while "The Comedians," recorded by Roy Orbison, benefits from Costello's wry interpretation. Yet a spooky remix of "Distorted Angel" by Tricky vastly improves on the original track. The whole series—which celebrates the Attractions with the *Bratley Youth*, and *Blood and Chocolate*—re-emphasizes the good that can be done when an artist has sway over his own catalog.—**BB**

CONTRIBUTORS: Bradley Bamberger, Jim Beaman, Lella Cobo, Gordon Dy, Rashawn Hall, Richard B. Henderson, Gail Mitchell, Michael Paoletta, Deborah Evans Price, Philip van Vleck, Ray Waddell. **SPOTLIGHTS:** Releases deemed by the review editors to deserve special attention on the basis of musical merit, artistic achievement, or historical significance. **REISSUES:** Reissued albums of special artistic, archival, and commercial interest, and outstanding collections of early or rare artists. **PLUS:** New releases as predicted to hit the top 50 of the charts in the corresponding format. **CRITICAL CHOICES (★):** New releases, regardless of chart potential, highly recommended because of their musical merit, artistic achievement, or historical significance. **★:** New releases deemed by the review editors to deserve special attention on the basis of musical merit, artistic achievement, or historical significance. **REISSUES:** Reissued albums of special artistic, archival, and commercial interest, and outstanding collections of early or rare artists. **PLUS:** New releases as predicted to hit the top 50 of the charts in the corresponding format. **CRITICAL CHOICES (★):** New releases, regardless of chart potential, highly recommended because of their musical merit, artistic achievement, or historical significance. **★:** New releases deemed by the review editors to deserve special attention on the basis of musical merit, artistic achievement, or historical significance.

REVIEWS & PREVIEWS

(Continued from preceding page)

DANCE/ELECTRONICA

★ DUB PISTOLS

Six Miles Ways to Live
PRODUCERS: Barry Ashworth, Jason O'Bryan
Geffen 10365

Audiences should expect the unexpected from Barry Ashworth's Dub Pistols. For its Gelfin debut, *Six Miles Ways to Live*, the U.K.-based dance outfit mixes various elements of reggae, dance, and hip-hop into a melodic whole. "Official Criminal," the album's first single, is a funky jam (featuring New York City-based rap group Bright Light) that will have heads nodding along to its simple pleasures. Up-and-coming rap star Planet Asia steals the show on the chaotic "Soldiers," as his lyrics effortlessly glide over Ashworth's bourn-drenched backdrop. *Six Miles Ways to Live* also features guest appearances from Massive Attack's Horace Andy and the Specials' Terry Hall. Now, if only radio would prick up its ears to such a beat-savvy landscape. —RH

COUNTRY

★ DALLAS WAYNE

Here I Am in Dallas
PRODUCERS: Bruce Broughton, Dallas Wayne
HighNote Records 8137

In case anyone forgot what country music sounds like, search no further: This is a solid batch of country gold that goes down like an ice-cold mug of Pabst Blue Ribbon. Dallas Wayne's robust baritone slams right out of the gate with the Bakerfield tribute, chicken-pickin', "poster boy for detox" lament "Bouncin' Beer Cans off the Jukebox." The title cut is a muscular reading of the Faron Young hit, and Wayne's own powerhouses "Not a Dry Eye in the House" and "The Stuff Inside" are Godin-esque, no-holds-barred white-boy blues. This bad dude with a dangerous tremolo is equally adept at shuffles ("If These Walls Could Cry"), moans ("She Lit the Torch"), honky-tonk ("I'm Gonna Break Some Promises Tonight"), and cheatin' songs ("Happy Hour"). He wraps things up with the redneck highway song "I Hit the Road (And the Road Hit Back)," which is no ponder. If this is country, what exactly are the other artists on Music Row doing? —RW

LATIN

★ THALIA

Thalia con Guillermo Gil
EMI Latin 7245 34732 21

Thalia's latest is, as the title clearly states, a collection of hits accompanied by banda, but not necessarily in banda style. This makes for an interesting, if not always especially effective, listening experience. The opening "Amor a la Mexicana," for instance, states its intentions loudly and proudly in the intro (save for the opening percussion) but then becomes a slow *cumbia* (the ensuing "Vivir en la Vida" is even slower) juxtaposed with banda accompaniment (big brass, a tuba playing the bass parts, and added percussion for

effect). The play keeps you guessing—how in the world will a pop song like "Arrasando" sound with banda? Very much like the pop version, thanks to an adroit brass accompaniment. Only occasionally, as on the corrido "Coco Peto," is there a complete marriage of style and content. As for Thalia, her vocals are strong, and she deftly navigates the stylistic shifts here—although her frequent whispered comments are, at times, distracting. —LC

★ FUERZA JUVENIL

Multiplicate
PRODUCER: Lucio Cueti
Músic/Musicon Music MM1074

At this point, the announcement of another new boy band is all that's needed to get critics' eyes rolling. All the more power to new group Fuerza Juvenil, whose debut on indie label Más Music makes you sit up and take note. Beyond the sirens, the album, which members take off—the four Bronx natives profit from stylistic variation in the appropriately chosen repertoire, which includes *simba* ("Pura Matemática"), cha-cha-cha ("Chacha Nena"), and the requisite bilingual ode to clever cover of "Baby I Love Your Way." Rather than infuse new life with R&B grooves, Fuerza Juvenil takes their other route, salsa-fying its natural harmonies. The end result has an unexpected lift, devoid of any pretensions, despite the newness of the sound. —LC

WORLD MUSIC

★ TARAF DE HAÏDOUKS

Band of Gypsies
PRODUCERS: Vincent Kensi, Siméon Kani
Nonesuch 79641

The long-awaited follow-up to Nonesuch's 1999 compilation of studio recordings by this amazing Gypsy band is a live set recorded over three evenings in Bucharest. Concentrating on previously unrecorded material, Taraf de Haïdouks are joined in concert by other Roman musicians from Macedonia, Bulgaria, and Turkey. The additional personnel adds weight, not weight, to the proceedings; if anything, such great acts as the Kogani Orkester Brass Band encourage the group to exceed its usual pell-mell tempo. In settings as dramatic as "Abineh! Drink You, Abineh! I Eat You," the tension between violin and hammered cimbalon is palpable. This ragged-but-right ensemble, first heard by many in Roy Galt's Gypsy documentary *Latido Roma*, is never less than astonishing. Taraf de Haïdouks are the musical ambassadors for a culture that has been revivified and reauthorized for centuries, a fact belied by the unvarnished joy heard in every note on this disc. —RBH

BLUES

★ ERIC BIBB

Painting Pictures
PRODUCER: Dave Bronze
EarthBeat 82 74382

Bibb possesses one of the most distinctive voices among today's blues players, and *Painting Pictures*—his fourth album for EarthBeat—is the best articulation yet of what informs

his music. He is primarily an acoustic guitarist who makes no practical distinction among folk, blues, and gospel—which, in 1935, would have made him a typical country blues artist. From "Welcome to Delta's Gone" to the title track, it is clear that Bibb's main concern is the feel of a song: he likes his music in the contemplative vein. Even when he busts out on his cover of Jimmy Reed's "Honest I Do," he sings it like a loud love song. Bibb may be the quietest blues player out there, but he is also becoming one of the best. His next album can't arrive soon enough. —PJV

CLASSICAL

★ ALKAN: *Symphony for Solo Piano*, etc.
Marc-André Hamelin, piano
PRODUCER: Andrew Krenner
Nonesuch 7218

For the most recent installment in his ever-burgeoning Hyperion catalog, Canadian-born (but Philadelphia-raised) pianist Marc-André Hamelin once again takes on the Romantic complexities of enigmatic French pianist/composer Charles-Valentin Alkan (1813-1888). Former Alkan project director Hamelin previously essayed the composer's formidable Grande Sonate for Hyperion and received universal acclaim not only for his breathtaking technical command but for his ability to imbue this music with real soul. If Alkan's *Symphony for Solo Piano* is less "excessive" than the Grande Sonate, it's hardly a cakewalk—although Hamelin makes it seem like one. Moreover, with his compelling interpretation of the richly melodious *Souvenirs: Trois Morceaux dans la Geste Pathétique*, the pianist gives lovers of Chopin and Rachmaninov a real repertoire alternative. The entire set is handsomely recorded by the familiar Hyperion team of engineer Tony Faulkner and producer Andrew Krenner. —BB

GOSEL

★ RICHARD SMALLWOOD WITH VISION
Persuaded—Live in D.C.
PRODUCERS: Richard Smallwood, Steven Ford
Fervor 43172

Richard Smallwood has been a fixture atop the gospel charts for more than 15 years, and *Persuaded* only serves to polish his Midas touch. A classically trained pianist with an ear and aptitude for the very format of music imaginable, Smallwood has honed a singular style that defies comparison. With his 20-voice choir, which has been redefined in vision, Smallwood stuns as he lays a classical-venerable solo the gospel fervor of "Anthem of Praise." With a smooth, R&B-influenced texture, "Everything We Praise (Wait)" is still rooted in Sunday-morning church. The slow, slam-dunk blues of "Calvary" is introduced by one of several full-blown classical preludes, all of which display Smallwood's dexterity at weaving together seemingly disparate musical genres into a seamless, seamless fusion. This is easily the finest work yet from an artist reverential to tradition but fully willing to stretch its boundaries. —GE

I N P R I N T

ALL MUSIC GUIDE TO ELECTRONICA
Edited by Vladimir Bogdanov, Chris Woodstra, Stephen Thomas Erlewine, and John Bush
Backbeat Books
704 pages; \$24.95

Despite getting more or less the cold shoulder from radio (at least in the States), numerous dance/electronic acts—including Fatboy Slim, Basement Jaxx, Jamiroquai, Aphex Twin, Moby, Paul Oakenfold, Daft Punk, Sasha & John Digweed, and the Crystal Method—have recently been embraced by the mainstream.

Even the suits on Madison Avenue have taken a liking to electronic. In 2001, it's the rare automobile, airline, or communications advertising campaign that doesn't use club-rooted electronic beats as its aural backdrop.

Now comes the *All Music Guide to Electronica*—touted by its publisher as "the most comprehensive guide to this music ever published."

Without question, this is a well-researched, even exhaustive guidebook. It sheds much light on a music scene that excites, mystifies, and confuses—sometimes all at the same time.

The *Electronica* publication—culled from information published on affiliated Web site allmusicguide.com—is designed for avid record collectors of contemporary electronic-based music, as well as those plugging in for the first time. Incredibly reader-friendly, the guide is divided into three easy-to-use sections: Biographies & Reviews, Style Essays & Maps, and Resources & References.

Before jumping into the guide's 1,200 artist biographies and 5,000 album reviews, though, consider this: 31 long years after electro-pioneers Kraftwerk formed in Düsseldorf, Germany, music enthusiasts are only now greeted with the first reference book on the genre. (Such a book would've been unavailable even 10 years ago.) The book's creation is yet another validation of the electronic genre's growing stature in today's marketplace.

What makes *Electronica* especially appealing and impressive is the editors' wise decision to be musically inclusive—rather than exclusive. Certainly a smart move, given the genre's reliance on what came before in all other musical forms, including classical, jazz, and pop.

For some, this will be a bone of contention. Card-carrying members of the house-music community may cringe upon seeing such uber-talents as Frankie Gibbons, Larry Levan, Walter Knaufles, and Masters at Work listed in an electronic encyclopedia. Others, like this fan, rejoice in such inclusion, because it eschews the "ghetto mentality" often found in the minds of too many dance and electronic purists. Electronic music covers many terrain, and also revels in evolving ideas and technology. Why limit yourself?

Earlier this year, Z2 recording artist Moby told *Billboard* that the most "general definition of electronic music would be non-acoustic instrumentation. That means hip-hop is electronic. Britney Spears is electronic, the bulk of what's played on the radio is electronic."

While this is indeed a valid statement, *Electronica*, thankfully, knows when not to cross the musical line. Spears fans are advised to look elsewhere. But those with an appreciation for the likes of Giorgio Moroder, the Human League, Pink Floyd, Squarepusher, Howard Jones, Wendy Carlos, John Cage, Philip Glass, Laurie Anderson, Goldie, Paul Oakenfold, and Juan Atkins will find *Electronica* an essential companion.

In addition to the artist biographies and reviews that make up the bulk of the tome, *All Music Guide to Electronica* also offers book reviews (of *The Making of Mike Oldfield's Tubular Bells* by Richard Newman and *Generation Ecstasy* by Simon Reynolds, for instance) and label descriptions (of Harlan Grant's *Witch* by German techno artist Sven Väth; Metalheads, founded by drum-'n-bass producer Goldie; Pussfoot, formed by leftfield DJ/producer Howie B.; and one of Björk's favorite labels, Rephlex, founded by Grant's brother, Geri and Richard "Aphex Twin" James). The book closes with a list of recommended Web sites for ordering music online.

Best of all, the editors' and contributors' enthusiasm and knowledge of this often arcane subject matter keeps the *All Music Guide to Electronica* alive in a way that most music guidebooks—and many music genres, for that matter—just aren't.

MICHAEL PAOLETTA

HIGHLIGHTS

Edited by Chuck Taylor

POP

KRYSTAL *Love Is a Beautiful Thing* (3:19)

PRODUCER: Patrick Leonard

WRITER: S. Sevinay

PUBLISHERS: November Music/MCA

EMI April, ASCAP

KIRINA/Geffen 10513 (CD promo)

With the plot of ten female singers yodeling for breathing room amid the airwaves, radio didn't take to Krystal's debut release, "Supergirl," a quirky fault-tolerance-laden pop gem that likely would have secured promising chart presence a couple of years ago. So it's take two for Geffen, which has managed to place this quickly compelling top 40 contender on the *Legally Blonde* soundtrack. "Love Is a Beautiful Thing" glides along at an easy midtempo pace, featuring the artist's pleasingly mature chords and accented on piano (appropriate, given that her debut album is titled *Me & My Piano*). Produced by pop mainstay Patrick Leonard and remixed for top 40 action, the track is peppy, hooky, and primed to give this promising artist a second chance.—**CT**

R&B

KENNY LATTIMORE *Weekend* (4:09)

PRODUCERS: J. Taylor, C. Farrar

WRITER: not listed

PUBLISHER: not listed

Arista 3962 (CD promo)

Not finding much success within original group Mani Quan, Kenny Lattimore released a solo album in 1996 to rare reviews and found himself a minor star on the R&B radio circuit. Five years later, Lattimore comes forth with his third album, in a bid to recapture the success that the top 40 R&B hit "Never Too Busy" brought him. With a feel-good rhythm that celebrates every body's favorite part of the week and slick production by the Characters, "Weekend" may revive the Washington, D.C., native's momentum on R&B and AC charts. Lattimore's voice is as smooth as ever on his first single from Arista (from the Sept. 25 release *Weekend*), and the story of a man who sees a long lost love will only perk the ears of listeners all the more.—**CT**

COUNTRY

SHANNON BROWN *Baby I Lied* (3:40)

PRODUCER: Bryan Gallimore

WRITERS: R. Van Hoy, B. Bourke, D. Allen

PUBLISHERS: Unichappell Music/Chappell & Co., ASCAP, Mike Curby Music/Diamond

Storm Music/Posey Publishing, BMI

BNA 6907 (1 CD promo)

Originally signed to Arista, Iowa native Shannon Brown now joins BNA. Arista's sister label under the RCA label Group umbrella, and it looks like the talented newcomer stands poised to break through. Here, she tackles Deborah Allen's "Baby I Lied," which peaked at No. 4 in 1983 on the country charts (and No. 26 on the *Billboard* Hot 100). In one of those songs that stands the test of time, and it's a wise choice for a remake. The lyrics

find a spurned lover choking on words uttered when the end of a relationship didn't seem like it would be such a painful thing: "Baby I lied/Don't believe a word I said before/believe me when I say I love you more." Gallimore's production skillfully blends the momentum, and Brown turns in a fine performance, shaded with ache and regret. It's been 18 years since Allen's hit dominated airwaves, so most programmers and listeners may not be familiar with it, and Brown's version won't suffer by comparison. The newcomer's take on the tune is certainly worthy of its own day in the sun.—**DEP**

LEANN RIMES *SON* (3:53)

PRODUCERS: Wilbur C. Rimes, Chuck

WRITER: Mike Curby

WRITER: D. Warren

PUBLISHERS: Reasongs, ASCAP

Rock Records 510023 (CD promo)

LeAnn Rimes has publicly distanced herself from her current "Never You set, but that hasn't stopped fans from buying half a million copies and taking it to No. 1 on Top Country Albums. Curby Rimes is running with the momentum, especially after reaching the top 20 on Hot Country Singles & Tracks with the previous "But I Do Love You."

SPOTLIGHTS

JAMIE O'NEAL *Shiver* (4:08)

PRODUCER: Keith Siegel

WRITERS: J. O'Neal, L. Drew, S. Smith

PUBLISHERS: EMI April/Pang Tone

Jersey City Music, ASCAP, EMI

April/Mark Alan Springer Music, BMI

Mercury Records (CD promo)

Jamie O'Neal's first two singles, the haunting "There Is No Arizona" and the exuberant "When I Think About Angels," both hit No. 1 on the *Billboard* Hot Country Singles & Tracks chart, making the Australian-born singer-songwriter the biggest new success story in country this year. For her third single, "Shiver," she shifts gears with the title cut of her debut

JESSICA SIMPSON *A Little Bit* (3:46)

PRODUCER: Ric Wake

WRITERS: K. DiGard, S. Morales, D. Siegel

PUBLISHERS: K'stuff/Million Dollar

Steve Music/Mercendy Music, BMI

Columbia (CD promo)

The second radio release from Jessica Simpson's highly anticipated *Just a Little Bit* maintains the label's mission to cast the sensual singer in a more late-oriented musical setting—a la the title track, which hit top 10 on 40 Tracks. "A Little Bit" serves up a funky slice of attitude, as the 20-year-old spouts about what she needs from her man to make things last: "A little more time, a little less love/A little more heart, a little less break." Hooked around within the rapid-fire verses, while the piano-plinking groove locks this one inside the head long after it's faded from the speakers. Notably, "A Little Bit" marks the stateside debut of up-and-coming songwriter Kara DiGard, who has penned hits overseas for chart giants Kylie Minogue and Martine McCutcheon. All together, this "Little Bit" should do much to further cart Simpson a niche in the SR0 youth marketplace.—**CT**

Like that song, "Soon" is written by Diane Warren and leans more toward the AC side than anything resembling true country. But with the No. 11 success of Faith Hill's recent Warren composition—the ultra-schmalzy pop tune "There You'll Be"—does that matter? This output is pleasant enough, but it's far from new territory. Perhaps Rimes had the right idea.—**CT**

ROCK TRACKS

COWBOY JUNKIES *Small Swirl Birds* (3:34)

PRODUCER: Michael Timmins

WRITER: M. Timmins

PUBLISHER: Zomba Music/Paz Junk

Music, SOCAN

Lateralus/Rounder 1239P (CD promo)

While lacking the musical impact of some of the other tracks on *Open—The Cowboy Junkies*'s darkly poetic, often ballad-based *Lost* debut—second single "Small Swirl Birds" does offer the immediate virtues of Michael Timmins' highly literate writing and his sister Marty's expressive vocals, a simple hands-on, organ-inflected groove carries Timmins' musings on creeping mortality and missed opportunities, which are sub-

NEW ORDER *Crystal* (4:19)

PRODUCER: Steve Osborne

WRITERS: New Order

PUBLISHERS: Warner/Chappell, ASCAP

Reprise 100718 (CD promo)

This thrilling lead single previews New Order's first new album in eight years: the guitar-charged *Get Ready*. "Crystal"—in the grand tradition of such stellar New Order hits as "Rapture," "True Faith," and "Bizarre Love Triangle"—manages to conflate the most buoyant of pop hooks with rock tension and emotional ambiguity. Far from being behind the curve, the massively influential British dance-pop vets—vocalist/guitarist Bernard Sumner, bassist Peter Hook, and drummer Stephen Morris, along with sundry guests—have freshened their sound in a way that will do today's airwaves a world of good. Out this month in Europe and in October in the U.S., *Get Ready* will benefit from attention surrounding *Heart and Soul*, the Rhino boxed set devoted to the post-punk precursor to New Order—*Joy Division*. An excellent 18-track promo disc titled *The 20 Years of New Order* features the "Crystal" radio edit and probable second single "60 Miles an Hour," plus New Order catalog highlights and three essential Joy Division tracks.—**BB**

tle but carry some force: "I have seen people suffocate the dream/Forgetting to turn that one last time while the waltzes through the door/Focusing on the garbage that she used to ignore/Thinking she looks so beautiful but not yet/It's out loud/He should have stopped to kiss her before he headed out/Just forgetting how fucking lucky you are to have found her in such a crowd."—**BB**

AC

ELTON JOHN *I Want Love* (3:50)

PRODUCER: Patrick Leonard

WRITERS: E. John, B. Taupin

PUBLISHERS: Happenstance Ltd./Wethead

Music, adn. by Zomba-Chappell Music

Reckart/Universal 20591 (CD promo)

More than 30 years after "Your Song" ushered in the musical legend that is Elton John, there remains an event quality to any new release from the mighty man. This first single from his upcoming *Songs From the West Coast* is a midtempo output that will delight his worldwide legion of fans, as well as those who've unimpressed him in this format staple, "I Want Love." Written with longtime collaborator Bernie Taupin and differs from recent

releases in its mazy base of manicured electric guitars and driving percussion. Much of what Sir Elton has served lately has been on the cheesy side, and producer Patrick Leonard wisely pushes this one even so slightly to the left. The big question is whether top 40 radio will show its support this time around, after last year's "Something Out of the Blue" peaked at an uncharacteristic No. 48. Universal has its guns loaded with a videoclip that features Robert Downey Jr., which will at least help to its exposure on VH1. *West Coast* is due in October.—**CT**

DANCE

DEBORAH GIBSON *You Secret* (3:50)

PRODUCERS: Deborah Gibson, Vibe Patrol

WRITERS: D. Gibson, J. Sharpe

PUBLISHERS: Possibilities Publishing/1

Shore/Hee Bee Doomit Music, ASCAP

REINER, Mike Rizzo

Golden Records (CD promo)

Deborah Gibson continues to pump out the hooks some 14 years after the first vowed top 40 with "Only in My Dreams." Now 31, she offers the seventh album, *N.Y.C.O.*, one that showcases her skills as a singer/songwriter, producer/arranger, and record company honcho with her own Golden Egg Records. "You Secret" is a joyous dancefloor throwdown that sports all the elements that her fan base counts on: rich layers of harmonies, creative, current-day production, and a chorus that just isn't quiet. The promo CD contains six remakes, including two diverse radio mixes that strike the track to 3:35, as well as longer, club-targeted versions. There's something for everybody here, including forward-thinking rhythmic-oriented top 40 outlets. It does the good if programmers opened the door to this release, which is currently appearing as a special guest on "N Sync's PopOdyssey" tour.—**CT**

RAP

ROYCE DA 5'9" *You Can't Touch Me*

PRODUCERS: Poke and Tone

WRITERS: Royce da 5'9", J. Olivier, S. Barnes, S. Bratcher, A. Lewis

PUBLISHERS: Sony/ATV Songs/Exop

Publishing/Nikki-Pop, R/R

Monismey/Kalouton, BMI

Columbia (CD promo)

Judging from the fact that the Track-masters (Poke and Tone) usually work with such acts as Mariah Carey, Will Smith, K. Kelly, and Deshaun Charles, it's quite the compliment that Columbia put up the bucks for them to produce newcomer Royce Da 5'9". After creating a street buzz over the past few years (recently appearing on Willa Ford's current "I Wanna Be Bad") and surviving a dysfunctional relationship with Tommy Boy, the Detroit native is given a shot at a major-label mark in rap. Well-structured and packed with savvy background vocals from Shaleen "Nikki" Bratcher and Ashia Lewis, "You Can't Touch Me" is a hooky radio single that will fit in well on the heavily Neptunes-influenced airwaves. The talented rapper states, "Read The Source/Read of my class for all four years/Read the Source/Read the Source" should help show that Royce has been well-schooled and isn't going to rest on any academic laurels.—**CF**

CONTRIBUTORS: Bradley Bamberger, Colin Finan, Deborah Evans Price, Chuck Taylor. **SPOTLIGHT:** Releases derived by the review editors to deserve special attention on the basis of musical merit and/or *Billboard* chart potential. **NEW & NOTEWORTHY:** A **NEW** indicates releases from up-and-coming artists. **NOTES:** In the releases printed below the top half of the chart in the corresponding format. **CRITICS' CHOICES (C):** New releases, regardless of chart potential, highly recommended because of their musical merit. **S&W** review copies to Chuck Taylor (Billboard), Tiziana Bazzani (Billboard), Ken Rockwell (MTV), and the writers in the appropriate brackets.

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Rhythm, Rap, and The Blues.

by Gail Mitchell

BACK TOGETHER AGAIN: During a phone interview, an exuberant three-fourths of *Boyz II Men*—Shawn Stockman, Nathan Morris, and Wanya Morris—say they're ready to jump back into the studio next month to work on the first of five albums under a new deal with Arista Records. The album is expected by mid-2002.

"We're not sure who we're working with yet," Stockman says. "But we'll definitely be touching base with Jimmy Jam & Terry Lewis and Baby-



BOYZ II MEN

face. We'll also do some writing and producing on this new project—we still have a lot to say."

The new deal marks a reunion between the Grammy-winning quartet (whose fourth member is Michael McCary) and Arista president/CEO Antonio "L.A." Reid who, along with Babyface, produced and wrote songs on the Philadelphia foursome's 1991 multi-platinum *Motown debut*, *Coolin' & Hotin'*, including the record-breaking hit single "End of the Road."

Jam & Lewis and Babyface (who are also members of the Arista family) collaborated with the Boyz as well on follow-up *Motown* albums *II* (also with Reid) in 1994 and *Evolution* in 1997. "L.A. has always been a supporter and always understood where we were coming from," Nathan Morris says. "Not only is he a label head, but he understands the song and production end, having also been an artist, songwriter, and producer."

The quartet released its latest set, *Nathan Michael Shawn Wanya*, last year through Universal, which to date has sold 686,000 units.

"Our last two albums didn't do what we thought they would," acknowledges Stockman, who says the group asked to be released from Universal. "Not everyone was on the same page." In the wake of the group's amicable departure, Universal plans to release a greatest-hits compilation in October.

INDUSTRY BRIEFS: Speaking of new signings, sax man Gerald Albright joins the GRP family with *Coolin' ... New York City*-based Purpose Records solo band *Cooly's Hot Box* has signed with Higher Octave Music in the U.S. and Canada for an release of its *Take II* album. The R&B set arrives Sept. 25 in the U.K. and Europe via Dome Records/U.K. and is on Wood Records in Japan; Purpose is operated by George Littlejohn and Russell Johnson. • Big Apple firm Naam's Music Group is working with Boy-side Entertainment Distribution for national distribution. NMG is headed by Philade *Koolhausa*; its debut release is the traditional-R&B flavored *Tenderly* by Geri King ... Artemis Records releases Harvard University professor Cornel West's album *Sketches of My Culture* Sept. 25.

JUST KOOLIN': The Isley Brothers' No. 1 debut on last issue's Top R&B/Hip-Hop Albums chart certainly proved that old-schoolers can still hang tough. It's a sentiment echoed by fellow R&B compatriot and Kool & the Gang frontman Robert "Kool" Bell, who says the venerable and much-sampled group has not one but seven projects brewing between now and next year.

First up: the Aug. 28 release of the hip-hop/R&B/jazz/funk compilation *Kool & the Gang Presents Gangland* on the Gang's KITA Entertainment label (keep the Funk Alive), distributed by Eddie Gilbreath's E-Nate/DNA. In addition to first single "Big Things" by Bell's son Da Prince Hakim, the compilation features Asian group SK4, Funk-in'chose members are Parliament Funkadelic progeny, Female, the Too Hot Allstars, and female trio Reign. Solo albums by these and other KITA acts are being planned.

Also on the KITA schedule are *Kool & the Gang Live*, a Sept. 11 DVD re-release; *Odyssey*, a 2002 Kool & the Gang album featuring new and old tunes with current lead singers Shawn McQuillier and Rodney Ellis and such guest stars as Jamiroquai (doing "Hollywood Swingin'") and Bryan Adams ("Celebration"); a late 2002/2003 studio album with guests; a Bill Duke-produced film based on the group's Jersey City, N.J., childhood; the staging of AIDS fund-raiser for the Children of Africa/2, tentatively scheduled for next year; and a 25-city U.S. tour that kicked off Aug. 9.

"All these challenges keep us moving," says Bell, who's worked with Teddy Riley, the Fugees, and Pink. "That's what keeps me young. We didn't think we'd be here this long, but we still love what we're doing."

Rediscovering Kenny Lattimore

Arista Artist Treats Fans To Contemporary-Sounding 'Weekend'

BY ALYIA KING

NEW YORK—In the three years since his last album (1998's *From the Soul of Man*), soul singer Kenny Lattimore has made a few changes, precipitated by a label switch from Columbia to Arista.

"When [president/CEO Antonio] 'L.A.' Reid came in after Clive Davis, I took it as an opportunity to clean house altogether," Lattimore recalls. "I wanted to bring in an entirely new team—from management to producers."

Now managed by Ramon Hervey, Lattimore collaborated with a slew of new and well-known producers on his Arista debut—and third album—the Sept. 25 release *Weekend*. Among those lending production prowess was A Touch of Jazz, the Philadelphia-based team behind the success of Jill Scott.

"I worked with A Touch of Jazz on *From the Soul of Man*," the singer says. "I was then very early, before the word got out on what they were doing. This time around, they contributed lyrics to the track 'Lady.' But then I decided to branch out and see what else was there."

ALL-STAR PRODUCTION TEAM

Lattimore, whose music is published by Kemo Music/Sony/ATV Tunes, also worked with Raphael Saadiq (Lucy Pearl), Shep Crawford (Deborah Cox), and Troy Taylor of the New York City-based production outfit the Characters (Toni Braxton, Aaliyah). The title track debuted as the first single and borrows a loop from Blondie's "Rapture." It was shipped to radio Aug. 13.

The midtempo, old-school-infused R&B track features a dance-worthy beat and Lattimore's signature vocals. "I wanted to make a fun, straight-up R&B album," he says. "I have the party feel of a song like 'Weekend,' yet I still have tracks like 'Can You Feel Me' that go back to my classic R&B roots."

Other highlights include the romantically winsome yet bouncy "Baby You're the One" (produced by the Characters), the funky, radio-friendly "Come to Me," (produced by Saadiq and Battlecat), and a remake of one of Reid's first hit records, "Right Down to It," originally re-

corded by Damian Dame and re-released in 1991.

Arista executive VP Lionel Ride-nour firmly believes that Lattimore's



LATTIMORE

new sound is a refreshing take on classic R&B. "In addition to the uptempo tracks, the first single sets the tone for a carefree sound," he explains. "What was urban AC has now become mainstream R&B."

Washington, D.C., native Lattimore began his musical career as a member of the late-'80s vocal group Maniquian and also penned songs for such R&B singers as Glenn Jones and Jon Lucien. After signing with Columbia as a solo artist, Lattimore scored a gold-certified debut with a 1996 eponymous set, as well as the Grammy-nominated hit single "For You."

Arista VP of urban marketing Fabian Duvernay says the label is banking on Lattimore's existing fan base to help propel the new project.

"Actually, with this record, Kenny has created something a little more contemporary," Duvernay says. "It still contains maturity, but it has a more youthful vibe. I want to expand on his base while still catering to it."

Among retailers with high expectations for Lattimore's *Weekend* is Tyrone Lyons, manager of New York City's Bates Music. "I've been playing the first single quite a bit in the store, and the response is phenomenal," he says. "Right now, consumers are still hitting the beach and listening to any music that will make them bounce. But as fall approaches and the weather cools down, I think people will start really listening to music—and they will be coming in to pick up this record."

Print publications, including *Vibe*, *Mademoiselle*, and *Esence*, will be running features on Lattimore in upcoming issues. In addition, Arista is planning a major street campaign, which includes perching the streets with 40,000 posters.

"The plan is coming together to introduce him to a younger audience," Duvernay adds. "And, of course, we're going to get him on the road. Kenny is known for putting on awesome live shows. So we will be doing that beginning in September." Lattimore's booking agent is Phil Casey at ICM.

Saying he "appreciates the nuances of performing for a live audience," Lattimore is ready to hit the ground running. "People know who Kenny Lattimore is," the artist says. "But we still have more ground to cover. I'm looking forward to rediscovering my audience—while they rediscover me."



Vibe Newcomer: The first single by new Virgin artist Bathgate is called "Bump That," from his forthcoming debut album, *Dear Richa: My Story to You*. Taking five during a recent video shoot, from left, are Bathgate and DJ Clue.

FOR THE RECORD

The recent Phil Perry profile (*Billboard*, Aug. 25) should have stated that Malibu, California-based Perry released the singer's "Spirit of Love" to adult R&B radio Aug. 14 and "Keep Reminding Me" to jazz/AC radio Aug. 21.



A CD with a purpose. Not to mention some soulful beats.

Red Star Records was created by The Heineken Foundation, a not-for-profit organization whose proceeds go to supporting music programs. That should make the person who buys this CD feel good. Of course, the hot new songs will do that, too.

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plus three unsigned artists

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SEPTEMBER 1
2001

Billboard

Top R&B/Hip-Hop Albums

Compiled by SoundScan from a national online poll of more than 100,000 music fans

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LAST WEEK	THIS WEEK	ARTIST	IMPACT & NUMBER/DISTRIBUTING LABEL	TITLE	PEAK POSITION	LAST WEEK	THIS WEEK	ARTIST	IMPACT & NUMBER/DISTRIBUTING LABEL	TITLE	PEAK POSITION
1	2	THE SLEY BROTHERS FEATURING RONALD SLEY AKA MR. BIGGS	Capitol Records (07/16/01)	NUMBER 1	1	48	44	MUSIQ SOULCHILD	Def Jam (06/20/01) (07/16/01)	Airwaves (The J Went Too Sing)	4
2	29	JADAKISS	Real Gone Music (07/16/01)	Kiss The Game Goodbye	2	40	38	11 SOUNDTRACK	Capitol Records (07/16/01)	The Fast And The Furious	5
3	1	AURICIA KEYES	Capitol Records (07/16/01)	Songs In A Minor	1	32	57	9 SISO	Capitol Records (07/16/01)	Return Of Dragon	3
4	3	USHER	Real Gone Music (07/16/01)	8701	3	31	37	13 TYRESE	Capitol Records (07/16/01)	2000 Watts	1
5	2	SNOW DOGG PRESENTS THE EASTSIDAZ	Capitol Records (07/16/01)	Duces 'N' Hugs: The Old Fashioned Way	2	34	45	4 EYE	Capitol Records (07/16/01)	Scorpion	1
6	4	R. DIDDY & THE BAD BOY FIVE	Capitol Records (07/16/01)	The Saga Continues...	2	56	48	14 JARULE	Capitol Records (07/16/01)	Real 2/3/1	1
7	5	KATYAH	Capitol Records (07/16/01)	Antidote	7	58	41	22 PAC	Capitol Records (07/16/01)	Until The End Times	1
8	6	FOXY BROS	Capitol Records (07/16/01)	Broken Dreams	8	56	44	11 LUDAKISS	Capitol Records (07/16/01)	Back For The First Time	1
9	3	VARIOUS ARTISTS	Capitol Records (07/16/01)	Now 7	9	57	61	13 PASTOR TROY	Capitol Records (07/16/01)	Free Of	1
10	5	BLU CANTELL	Capitol Records (07/16/01)	So Be	10	58	66	22 PUBLIC ANNOUNCEMENT	Capitol Records (07/16/01)	Don't Hold Back	1
11	17	JENNIFER LOPEZ	Capitol Records (07/16/01)	J.L.O.	11	60	78	34 MYSTIC	Capitol Records (07/16/01)	Cuts For Luck And Scars For Freedom	2
12	22	D12	Capitol Records (07/16/01)	Devil's Night	12	51	17	51 CAYE	Capitol Records (07/16/01)	Open Letter	2
13	18	JAGGED EDGE	Capitol Records (07/16/01)	Jagged Little Thrill	13	62	88	11 METHROONE	Capitol Records (07/16/01)	Picture Me	2
14	10	BILAL	Capitol Records (07/16/01)	1st Born Second	14	62	59	25 PROJECT PAT	Capitol Records (07/16/01)	Mista Don't Play Everythings Working	2
15	29	GRUNWINE	Capitol Records (07/16/01)	The Life	15	65	9	11 SOUNDTRACK	Capitol Records (07/16/01)	Baby Boy	1
16	14	LUTHER VANDROSS	Capitol Records (07/16/01)	Luther Vandross	16	66	71	14 D J SCREW	Capitol Records (07/16/01)	The Legend	6
17	19	T. LUNATICS	Capitol Records (07/16/01)	Free City	17	67	18	14 SYLEENA JOHNSON	Capitol Records (07/16/01)	Chapter 1: Love, Pain & Forgiveness	1
18	22	TRICK DADDY	Capitol Records (07/16/01)	Thugs Are Us	18	68	33	18 SUNSHINE ANDERSON	Capitol Records (07/16/01)	Your Woman	2
19	11	SOUNDTRACK	Capitol Records (07/16/01)	Rush Hour 2	19	67	6	34 CAMOFLAGE	Capitol Records (07/16/01)	Strictly 42 Streets	5
20	18	JAHMEI	Capitol Records (07/16/01)	(Ghetto Love)	20	68	54	6 DEZ	Capitol Records (07/16/01)	Sing For Me	5
21	23	MISSY "MISDEAMANTER" ELLIOTT	Capitol Records (07/16/01)	Miss E... So Addictive	21	70	57	11 SHAGGY	Capitol Records (07/16/01)	Hottah	1
22	12	VARIOUS ARTISTS	Capitol Records (07/16/01)	Violator The Album V2.0	22	70	55	6 THE LOKS	Capitol Records (07/16/01)	Doctor Of Love	4
23	16	GANGSTA BOO	Capitol Records (07/16/01)	Both Worlds, '08	23	70	55	6 THE LOKS	Capitol Records (07/16/01)	X.O. Experience	1
24	25	JILL SCOTT	Capitol Records (07/16/01)	Who Is Jill Scott? Words And Sounds Vol. 1	24	71	62	11 SOUNDTRACK	Capitol Records (07/16/01)	Save The Last Dance	2
25	17	LIL' ROMEO	Capitol Records (07/16/01)	Lil' Romeo	25	72	67	11 TURK	Capitol Records (07/16/01)	Young & Thuggin'	1
26	19	BEANIE SIGEL	Capitol Records (07/16/01)	The Barone	26	73	67	11 PRINCE	Capitol Records (07/16/01)	The Very Best Of Prince	1
27	30	JONY COOK	Capitol Records (07/16/01)	Jony Cook	27	74	67	11 SNOOP DOGG & A	Capitol Records (07/16/01)	The Last Meal	1
28	33	INDIA.ARE	Capitol Records (07/16/01)	Academical Soul	28	74	67	11 TOYA	Capitol Records (07/16/01)	Tops	6
29	36	COMEGA	Capitol Records (07/16/01)	The Realness	29	74	67	11 RAY J	Capitol Records (07/16/01)	What's The Worst That Could Happen?	1
30	31	BAD AZZ	Capitol Records (07/16/01)	Personal Business	30	74	67	11 LIL' BOW WOW	Capitol Records (07/16/01)	Beverly G's	3
31	33	LIL' JON & THE EAST SIDE BOYZ	Capitol Records (07/16/01)	Put Ya Hood Up	31	74	67	11 WARIO ARTISTS	Capitol Records (07/16/01)	We-Tony Records Presents: We-Chronicle Chapter II	3
32	35	DESTINY'S CHILD	Capitol Records (07/16/01)	Destiny's Child	32	74	67	11 L'VE	Capitol Records (07/16/01)	Lights Out	2
33	38	CRAIG DAVID	Capitol Records (07/16/01)	Get On To It	33	74	67	11 OUTKAST	Capitol Records (07/16/01)	Stankonia	2
34	34	VARIOUS ARTISTS	Capitol Records (07/16/01)	The Source Hip-Hop Music Awards 2001	34	74	67	11 CITY HIGH	Capitol Records (07/16/01)	City High	2
35	20	PHILLY'S MOST WANTED	Capitol Records (07/16/01)	Get Down On Da Down	35	74	67	11 MARY MARY	Capitol Records (07/16/01)	Thank You	1
36	26	KURUPAT	Capitol Records (07/16/01)	Space Boogie: Space Odyssey	36	74	67	11 HITEK	Capitol Records (07/16/01)	Hi-Tekology	1
37	25	THE TIGGS DOGG	Capitol Records (07/16/01)	Death Row Presents: The Dogg Pound 2001	37	74	67	11 AZ	Capitol Records (07/16/01)	9 Lives	4
38	35	JANET	Capitol Records (07/16/01)	All For You	38	74	67	11 RES	Capitol Records (07/16/01)	How I Do	5
39	32	112	Capitol Records (07/16/01)	Part II	39	74	67	11 NUWINE	Capitol Records (07/16/01)	Ghetto Mission	5
40	46	R. KELLY	Capitol Records (07/16/01)	2-12am	40	74	67	11 MAXWELL	Capitol Records (07/16/01)	Now	9
41	37	NELLY	Capitol Records (07/16/01)	Crazy Grammar	41	74	67	11 MR. SPITFIRE	Capitol Records (07/16/01)	The People We Vol. 1	72
42	51	SOLJIA SUM	Capitol Records (07/16/01)	The Scroons Made Me	42	74	67	11 DITY	Capitol Records (07/16/01)	The Pump & The Grungin'	1
43	36	DA BEATMINERZ	Capitol Records (07/16/01)	Bruce 4 Impact	43	74	67	11 ROB MARLEY AND THE WALKERS	Capitol Records (07/16/01)	One Love: The Very Best Of Bob Marley And The Wailers	1
44	31	LIL' MO	Capitol Records (07/16/01)	Based On A True Story	44	74	67	11 MR. C THE SLIDE MAN	Capitol Records (07/16/01)	Chic Chic Slidin'	1
45	47	DONNIE "JACQUERIE"	Capitol Records (07/16/01)	Live In London And More	45	74	67	11 KEAK DA SNEAK	Capitol Records (07/16/01)	Hi-Tek	9
46	13	REDMAN	Capitol Records (07/16/01)	Misadventure	46	74	67	11 DR. DRE & A	Capitol Records (07/16/01)	Dr. Dre - 2001	1
47	44	TANK	Capitol Records (07/16/01)	Force Of Nature	47	74	67	11 LIL' O	Capitol Records (07/16/01)	Do For Real We Do	6
48	34	SILK	Capitol Records (07/16/01)	Love Sessions	48	74	67	11 LIL' P	Capitol Records (07/16/01)	The Legend	6
49	36	SILK	Capitol Records (07/16/01)	Love Sessions	49	74	67	11 SOUNDTRACK	Capitol Records (07/16/01)	Do I Dream	2
50	36	SILK	Capitol Records (07/16/01)	Love Sessions	50	74	67	11 JESSE POWELL	Capitol Records (07/16/01)	JP	18

SEPTEMBER 1
2001

Billboard

Top R&B/Hip-Hop Catalog Albums

Compiled by SoundScan from a national online poll of more than 100,000 music fans

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LAST WEEK	THIS WEEK	ARTIST	IMPACT & NUMBER/DISTRIBUTING LABEL	TITLE	PEAK POSITION	LAST WEEK	THIS WEEK	ARTIST	IMPACT & NUMBER/DISTRIBUTING LABEL	TITLE	PEAK POSITION
1	1	MAXWELL	Capitol Records (07/16/01)	NUMBER 1	1	1	1	1	1	1	1
2	2	ZACARI	Capitol Records (07/16/01)	MTV Unplugged EP	2	2	2	2	2	2	2
3	3	JUVENILE	Capitol Records (07/16/01)	All Eyes On Me	3	3	3	3	3	3	3
4	4	ROD MARLEY	Capitol Records (07/16/01)	Goodness	4	4	4	4	4	4	4
5	5	PAC	Capitol Records (07/16/01)	Greatness	5	5	5	5	5	5	5
6	6	MAKAVEII	Capitol Records (07/16/01)	The Don Killuminati: The 7 Day Theory	6	6	6	6	6	6	6
7	7	DAVID	Capitol Records (07/16/01)	The East Side	7	7	7	7	7	7	7
8	8	JAY-Z	Capitol Records (07/16/01)	Reasonable Doubt	8	8	8	8	8	8	8
9	9	SNOW DOGG DOGG DOGG	Capitol Records (07/16/01)	Doggystyle	9	9	9	9	9	9	9
10	10	THE NOTORIOUS B.I.G.	Capitol Records (07/16/01)	Life After Death	10	10	10	10	10	10	10
11	11	DR. DRE	Capitol Records (07/16/01)	Ready To Die	11	11	11	11	11	11	11
12	12	DR. DRE	Capitol Records (07/16/01)	The Chronic	12	12	12	12	12	12	12
13	13	ROD MARLEY	Capitol Records (07/16/01)	One Love	13	13	13	13	13	13	13
14	14	AL GREEN	Capitol Records (07/16/01)	Let's Stay Together	14	14	14	14	14	14	14
15	15	LOST SOULS	Capitol Records (07/16/01)	Lost Souls	15	15	15	15	15	15	15
16	16	PAC	Capitol Records (07/16/01)	Unstoppable	16	16	16	16	16	16	16
17	17	DMX	Capitol Records (07/16/01)	It's Dark And Hell Is Hot	17	17	17	17	17	17	17
18	18	R. KELLY	Capitol Records (07/16/01)	12 Play	18	18	18	18	18	18	18
19	19	MAXWELL	Capitol Records (07/16/01)	Urban Legend	19	19	19	19	19	19	19
20	20	WU-TANG CLAN	Capitol Records (07/16/01)	Wu-Tang Clan	20	20	20	20	20	20	20
21	21	OUTKAST	Capitol Records (07/16/01)	Stankonia	21	21	21	21	21	21	21
22	22	JAY-Z	Capitol Records (07/16/01)	Black Album	22	22	22	22	22	22	22
23	23	M.E. DEWBARS	Capitol Records (07/16/01)	Me Dewbars	23	23	23	23	23	23	23
24	24	MARY MARY	Capitol Records (07/16/01)	Thank You	24	24	24	24	24	24	24
25	25	THE NOTORIOUS B.I.G.	Capitol Records (07/16/01)	Ready To Die	25	25	25	25	25	25	25

R&B/HIP-HOP



Top Dog: Columbia Records Group and So So Def Recordings executives recently presented So So Def/Columbia rap artist Lil' Bow Wow with a plaque commemorating worldwide sales of 3 million copies of his debut album, *Beware of Dog*. Pictured, from left, are Columbia executive VP/GM Will Botwin, So So Def CEO Michael Mauldin, So So Def CEO Jermaine Dupri, Columbia chairman Don Tennor, Columbia executive VP John Ingrassia, Columbia senior VP of urban promotion Cynthia "CJ" Harris, Columbia West Coast VP of product marketing Mai Higgins, Columbia senior VP of sales Tom Donnanumma, and Columbia executive VP of promotion Charles Walk. Standing immediately to the right of the plaque is Lil' Bow Wow.

SEPTEMBER 1, 2001 Billboard® Hot R&B/Hip-Hop Airplay™

LAST WEEK	WKS. ON	TITLE	ARTIST (IMP/MENT/PROMOTION LABEL)	LAST WEEK	WKS. ON	TITLE	ARTIST (IMP/MENT/PROMOTION LABEL)	LAST WEEK	WKS. ON	TITLE	ARTIST (IMP/MENT/PROMOTION LABEL)
1	18	Fallin'	Missy Elliott (J/Def)	23	34	Girl Next Door	Missy Elliott (J/Def)	45	18	We Need A Revolution	Blackstreet (A&M)
2	41	I'm Real	Blackstreet (A&M)	24	41	Rock The Boat	Blackstreet (A&M)	51	11	Road & Ready	Blackstreet (A&M)
3	26	Where The Party At	Blackstreet (A&M)	25	35	Outrage With Me	Blackstreet (A&M)	53	5	Ghetto Love (The Streets)	Blackstreet (A&M)
4	11	Contagious	The Roots (J/Def)	26	32	Flirtin'	Blackstreet (A&M)	67	7	Hard	Blackstreet (A&M)
5	15	U R Remind Me	Blackstreet (A&M)	27	33	John Doe	Blackstreet (A&M)	68	13	Purple Pills	Blackstreet (A&M)
6	7	10 Differences	Blackstreet (A&M)	28	25	Let Me Show Ya Mind	Blackstreet (A&M)	69	20	We Right Here	Blackstreet (A&M)
7	10	U R Remind Me	Blackstreet (A&M)	29	21	U R Remind Me	Blackstreet (A&M)	70	2	What If	Blackstreet (A&M)
8	13	Our Miasta Mas	Blackstreet (A&M)	30	22	Supernova Pt. II	Blackstreet (A&M)	71	6	The Girlies	Blackstreet (A&M)
9	13	Family Affair	Blackstreet (A&M)	31	27	Take You Out	Blackstreet (A&M)	72	4	Made To Love Ya	Blackstreet (A&M)
10	11	I'm A Thug	Blackstreet (A&M)	32	33	What Am I Gonna Do	Blackstreet (A&M)	73	1	On U Wanna Roll (Occillite Theme)	Blackstreet (A&M)
11	9	Area Codes	Blackstreet (A&M)	33	29	Get It Frank On	Blackstreet (A&M)	74	2	Carly	Blackstreet (A&M)
12	10	Bad Boy For Life	Blackstreet (A&M)	34	38	Brown Skin	Blackstreet (A&M)	75	10	Please Don't Mind	Blackstreet (A&M)
13	16	Music	Blackstreet (A&M)	35	29	Love	Blackstreet (A&M)	76	3	Something In The Past	Blackstreet (A&M)
14	17	The Way	Blackstreet (A&M)	36	47	Fast Lane	Blackstreet (A&M)	77	64	I'm Lockin'	Blackstreet (A&M)
15	13	Just In Case	Blackstreet (A&M)	37	55	Because I Got High	Blackstreet (A&M)	78	1	Shine	Blackstreet (A&M)
16	19	Feelin' De Vo Beaty	Blackstreet (A&M)	38	42	Knock Yourself Out	Blackstreet (A&M)	79	1	Bellie' Out Of Control	Blackstreet (A&M)
17	20	Cos' I Dese It	Blackstreet (A&M)	39	44	Sleazy	Blackstreet (A&M)	80	71	Not Your Friend	Blackstreet (A&M)
18	11	Set It Off	Blackstreet (A&M)	40	36	Heard It All Before	Blackstreet (A&M)	81	1	Love The Life	Blackstreet (A&M)
19	24	Peaches & Cream	Blackstreet (A&M)	41	50	Rainin' Up	Blackstreet (A&M)	82	57	Boyz n the City	Blackstreet (A&M)
20	19	She's All I Got	Blackstreet (A&M)	42	39	Ghetto Girls	Blackstreet (A&M)	83	73	More Than What I Wanted	Blackstreet (A&M)
21	23	What It Is	Blackstreet (A&M)	43	62	Ugly	Blackstreet (A&M)	84	1	Lights, Camera, Action!	Blackstreet (A&M)
22	6	Lower It	Blackstreet (A&M)	44	48	Lunch On Dinner	Blackstreet (A&M)	85	22	I Enjoy Yourself	Blackstreet (A&M)
23	24	Lifelines	Blackstreet (A&M)	45	17	Fill Me In	Blackstreet (A&M)	86	19	I Cry	Blackstreet (A&M)
24	31	Love Of My Life	Blackstreet (A&M)	46	52	My Projects	Blackstreet (A&M)	87	76	Barry	Blackstreet (A&M)
25	22	Just A Baby Boy	Blackstreet (A&M)	47	54	Yes, You Can't Take Me	Blackstreet (A&M)	88	1	Yes, You Can't Take Me	Blackstreet (A&M)

Records with the greatest promotions increase. © 2001, Billboard® Communications and SoundScan, Inc. Compiled from a national survey of airplay sampled by Broadcast Data Systems®. Radio tracks shown: 123 stations on airplay; monitored 24 hours a day, 7 days a week. Songs listed by genre, promotion, and by week-including exact dates of airplay with Airplay Index date. This data is used to compile the Hot R&B/Hip-Hop Singles & Tracks chart.

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SEPTEMBER 1, 2001 Billboard® Hot R&B/Hip-Hop Singles Sales™

LAST WEEK	WKS. ON	TITLE	ARTIST (IMP/MENT/PROMOTION LABEL)	LAST WEEK	WKS. ON	TITLE	ARTIST (IMP/MENT/PROMOTION LABEL)	LAST WEEK	WKS. ON	TITLE	ARTIST (IMP/MENT/PROMOTION LABEL)
1	65	Sovereign To Call My Love	Blackstreet (A&M)	23	30	Big Poppa/Warmin'	Blackstreet (A&M)	60	11	I'll Don't Weave	Blackstreet (A&M)
2	6	Loverboy	Blackstreet (A&M)	24	30	Let's Be Friends	Blackstreet (A&M)	61	5	Cos' I Dese It	Blackstreet (A&M)
3	2	Boyz n the City	Blackstreet (A&M)	25	37	All My Thugs	Blackstreet (A&M)	62	7	Groovy	Blackstreet (A&M)
4	12	Project	Blackstreet (A&M)	26	31	The Patch	Blackstreet (A&M)	63	64	Gravy	Blackstreet (A&M)
5	4	Take You Out	Blackstreet (A&M)	27	50	Don't Mess With Me	Blackstreet (A&M)	64	7	Biennance	Blackstreet (A&M)
6	7	Remin' Up	Blackstreet (A&M)	28	53	Enjoy Yourself	Blackstreet (A&M)	65	1	Thang Or What?	Blackstreet (A&M)
7	16	There She Goes	Blackstreet (A&M)	29	13	We Need A Revolution	Blackstreet (A&M)	66	73	Keep It There	Blackstreet (A&M)
8	13	Fill Me In	Blackstreet (A&M)	30	28	Oochie Wally	Blackstreet (A&M)	67	2	Trouble Me	Blackstreet (A&M)
9	8	Purple Pills	Blackstreet (A&M)	31	21	Hey Hey	Blackstreet (A&M)	68	8	Area Codes	Blackstreet (A&M)
10	24	Florida	Blackstreet (A&M)	32	55	Planet Don't Mind	Blackstreet (A&M)	69	40	Southern Hospitality	Blackstreet (A&M)
11	9	Set It Off	Blackstreet (A&M)	33	46	B.A. Aduke Oh Yeah	Blackstreet (A&M)	70	1	Barry	Blackstreet (A&M)
12	11	U R Remind Me	Blackstreet (A&M)	34	49	Let Me Show Ya Mind	Blackstreet (A&M)	71	2	Just Rap	Blackstreet (A&M)
13	14	I Do It	Blackstreet (A&M)	35	46	50 Papper Day	Blackstreet (A&M)	72	38	Could It Be	Blackstreet (A&M)
14	3	Give	Blackstreet (A&M)	36	29	Peaches & Cream/Dance With Me	Blackstreet (A&M)	73	22	I Just Wanna Love U (Give It 2 Me)	Blackstreet (A&M)
15	13	There It Is	Blackstreet (A&M)	37	16	What A Minute	Blackstreet (A&M)	74	8	Luck Stars	Blackstreet (A&M)
16	14	Family Affair	Blackstreet (A&M)	38	4	I'm A Thug	Blackstreet (A&M)	75	26	Mama Appeal	Blackstreet (A&M)
17	22	Stranger In My House	Blackstreet (A&M)	39	24	Love It	Blackstreet (A&M)	76	1	Just In Case	Blackstreet (A&M)
18	17	Don't Mess With The Radio	Blackstreet (A&M)	40	23	Misusing You	Blackstreet (A&M)	77	1	Me And My Men	Blackstreet (A&M)
19	15	Don't Mess With The Radio	Blackstreet (A&M)	41	33	Clack Clack	Blackstreet (A&M)	78	59	For A While	Blackstreet (A&M)
20	18	Keep It Real	Blackstreet (A&M)	42	6	Bad Boy For Life	Blackstreet (A&M)	79	20	There It Is	Blackstreet (A&M)
21	2	The Gospel Side Lines Appear	Blackstreet (A&M)	43	17	Cos' I Dese It	Blackstreet (A&M)	80	61	Sista	Blackstreet (A&M)
22	2	The Gospel Side Lines Appear	Blackstreet (A&M)	44	32	Now Thought	Blackstreet (A&M)	81	22	Innocent Scars/Scars Cream	Blackstreet (A&M)
23	26	My Baby	Blackstreet (A&M)	45	12	Now Thought	Blackstreet (A&M)	82	63	It's Over Now	Blackstreet (A&M)
24	25	We Gonna Make It	Blackstreet (A&M)	46	15	Survivor	Blackstreet (A&M)	83	24	The Streets	Blackstreet (A&M)
25	14	Fallin'	Blackstreet (A&M)	47	42	Set It Off	Blackstreet (A&M)	84	20	Heard It All Before	Blackstreet (A&M)

Records with the greatest sales increase. © 2001, Billboard® Communications and SoundScan, Inc. Compiled by SoundScan from a national survey of retail sales. This data is used to compile the Hot R&B/Hip-Hop Singles & Tracks chart.

Geffen's Dub Pistols Charm Crowds In 'Six Million Ways'

BY RASHAUN HALL

NEW YORK—On the Vans Warped tour isn't where a dance/electronic act should be, but don't tell that to Dub Pistols mastermind Barry Ashworth.

"Yeah, it's usually more rocky bands, isn't it? But that only made it more interesting," Ashworth says of the recently completed tour, which also featured Blink-182, Alien Ant Farm, and the Rollins Band, among others.

Of course, when an act has a new, musically expansive album to promote—as the U.K.-based Dub Pistols do with *Six Million Ways To Live*—being on such a high-profile bill certainly creates awareness. Due Tuesday (28), *Six Million Ways To Live* is the U.K. act's first album for Geffen. (The Dub Pistols are signed to Interscope Geffen A&M for the U.S.)

"We started out with a blank canvas," Ashworth, a former club promoter, says of the new set. "The last album [1998's *Point Blank*] was seven underground dance tracks we put together. They were never meant to be an album, and I realized I was signed to at the time [1500] decided that we'd make an album."

CHANGE OF DIRECTION

Ashworth adds, "We only got to make three or four tracks for [*Point Blank*]. 'Cyclone' was one of the last ones, and we definitely headed more in the direction of the new album."

For *Six Million Ways To Live*, Ashworth says, he and co-producer/bassist Jason O'Bryan spent six months experimenting with different styles of sounds, "creating

tracks that were absolute rubbish to a track like 'Soldiers,' which we did with Planet Asia. In fact, once we completed 'Soldiers,' everything else for the album seemed to make sense."

According to Ashworth, the Dub Pistols hooked up with Asia through their management, Sherman Oaks, Calif.-based 3AM Management, which also handles their bookings. (The band's music is handled by BMG Music Publishing.)



ASHWORTH

"Once we got his vocals, and because of the whole reggae vibe we've got going, it just sort of fell right," Ashworth notes of "Soldiers." Asia "is a great guy to work with. He totally gets the vibe."

The album's title track finds the Dub Pistols reuniting with New York City-based T.K. Lawrence and Sight Beyond Sight. "We worked with T.K. and his crew a

bit on the first record," Ashworth says, "but he did most of those tracks on his own."

"This time, we did the beat, and then he recorded the vocals," Ashworth continues. "When we took it back and listened to the lyrics, we felt an acoustic guitar fit the mood. It's one of the best tracks we've ever done, without a shadow of a doubt."

'GREAT ARTISTS, PERIOD'

For Steve Berman, head of marketing and sales at Geffen, an act like the Dub Pistols demands to be exposed beyond traditional fan base.

"The Dub Pistols are great artists, period," Berman says. "One of the things that's always important for us is that these bands have to be real. Kids have to relate to it as a live show. The kids who attended the Warped shows thrive on live music. If you can convert those music fans, you can win the battle."

Additional conversions may be made Sept. 11 at Las Vegas' Hard Rock Cafe, when the Dub Pistols commence a six-week U.S. tour, opening for 311. Live, the Dub Pistols consist of Ashworth, O'Bryan, and DJ Stn, and others.

If nothing else, Ashworth hopes that *Six Million Ways To Live* will open minds. "We try to merge sounds, and that's what music has to do," he says. "You have to keep throwing other things in the pot."

"If you're the reason that someone goes out and buys an old Lee Perry or King Tubby record, then brilliant," Ashworth adds. "If it encourages them to listen to hip-hop, brilliant. Just steer them away from what they think they always have to listen to."

dition, Russell ruminates on the joys of New York City, while vocalist Nerissa Vettele pays homage to numerous New York clubs and DJs.

• **Simulation**, "Simulation" (unsigned single). DJs like Carl Cox and John Digweed are heavily supporting this hypnotic progressive house jam, which nicks a snippet or two from a 1980s-era club classic "Situation." Contact: simulation@hotmail.com.

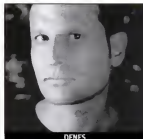
• **Todd Terry**, "Raining"/"Enough Is Enough" (Pimento Music/PAS the Netherlands single). With this double A-side, Terry takes matters on a cut'n'paste tour de force. Rock-solid rhythms, classic house basslines, and disco flourishes feature prominently on both tracks. **MICHAEL PAOLETTA**

Beat Box™



by Michael Paolella

NEWSY NEIGHBORS: Much-revered soul/house label Naked Music has inked a three-year, worldwide joint-venture deal with New York City-based/Caroline-distributed Astralwerks/Virgin (*Billboard* Bulletin, Aug. 15).



DENES

"This creates an opportunity for soulful house/dance music to get to a larger audience, both domestically and internationally," says Jany Denes, who, along with Bruno Ybarra and Dave Bonhoffs, founded Naked Music in 1999. (The label was profiled in the April 29, 2000, *Billboard*.) "It also gives us more possibilities to unveil new ideas and talent."

On Oct. 2, Astralwerks will release five Naked Music compilations (*Bare Essentials*, Vol. 1, among them), as well as a new compilation (*Nude Dimensions*, Vol. 3). January will see the release of the much-anticipated full-length debut from Blue Six (aka Denes). Proper artist albums by Petalpusher (aka Miguel Migs) and Lisa Shaw will follow.

In other Naked news, the label's catalog is now handled by EMI Music Publishing in all territories, except the U.S.

Since breaking the news that Tommy Boy had signed *Masters at Work* to the label and that an album should street early next year (*Beat Box*, *Billboard*, Aug. 11), we're now happy to report that the album, *Our Time Is Coming*, features guest appearances from James Ingram, Peetie Markey, India, Stephanie Mills, and Roy Ayers.

U.K.-based DJ Cass (of Cass & Slide) is confirmed to helm the third volume of Spundae Recordings' *Spundae Interpretations* series. The Mute-distributed compilation is due in January and follows in the footsteps of the first two installments, which were mixed by Jerry Bonham.

Eat Static's *Mez Vepher* and the B-52's' Fred Schneider will soon remix "Crash and Burn!" the title track from Eat Static's *CyberOxave*

Records album, featured earlier this year. Perhaps Pepler will be able to coax Schneider into laying down some ad libs in the process.

Speaking of Schneider, his unmistakable vocals are featured on "Nonstop Nonsense," one of many winning moments on French duo Bosco's third album/U.S. debut, *Action* (Atlantic).

NIGHT DREAMS: Tuesday (28) sees the release of a few noteworthy titles.

A hit throughout Europe, Montreal's Miguel Caza Presents *Soulomind's Shining Stars* (Bombay, distributed by Caroline) is a stunning journey—replete with live instrumentation—that is as deeply underground as it is sunny and tropical.

Another Montreal-based act, *Brian Van 3000*, offers the snappy *Discois* (Grand Royal/Virgin). The festive set features contributions from Curtis Mayfield ("Astounded") and Dimitri From Paris and Big Daddy Kane (the title track), among others.

Last year, France's Pascal & Mitter Day issued the disco-splashed *High Flying* (basically a collection of the duo's early releases on Pascal Rionor's Rotax label). On their follow-up, *The Lure of Melody* (Glasgow Unleashed/U.K.), distributed in the U.S. by Studio K7, Pascal and Day deliver a solid collection that merges funk, house, soul, and R&B.

The euphonious debut from *Rollercoone* (aka Swiss producer/remixer Patrick Duvalon) mixes dixie ("My Life"), Latin house ("Me Guste"), deep house ("Quiet Storm"), and soulful house ("When You Left"). The album is available from Sirkus U.S. and distributed in the U.S. by Studio K7.

GOT MY EDUCATION: Serious about dance music's roots? If so, you need to investigate some newly issued titles from *Legacy's Rhythm & Soul* series, all of which have been digitally remastered: *The Best of Gladys Knight & the Pips* (Columbia/Legacy), Harold Melvin & the Blue Notes Featuring Teddy Pendergrass' *The Ultimate Blue Notes* (Epic/Legacy), and the Isley Brothers' *The Heat Is On and Harvest for the World* (both Epic/Legacy).

FOR THE RECORD: Contrary to what was reported in Beat Box in what was reported in *Billboard*, *Masters at Work* have done special remixed, not re-edited, for *Masters at Work: West End Records—The 25th Anniversary Edition* (MCA/termix [West End Records]).

The Beat Box Scott & Curt Plate

• **Dub Pistols**, "Official Chemical" (Geffen single). Cleaned from the Dub Pistols' new album, *Six Million Ways To Live*, "Official Chemical" arrives with progressive mood swings courtesy of remixers Eric Kupper and Steve Lawler. Can you say epic?

• **Brenda Russell**, "Walkin' In New York" (Hussein Beach/Epic single). The newly remixed (by Nate Scott & Curt Williams) "Walkin' In New York" may give last year's grossly overlooked *Paris Rain* album, from which it's culled, a new lease on life. Over a smoldering Sheila E.-fueled found-

• **Jezebel's Addiction** Featuring Michelle Weeks, "Believe in Love" (Basset single). Ready to graduate from the indietronica "Pinball" (*Kings of Tomorrow* Featuring Julie McKnight)? If so, immediately latch on to the spirited "Believe in Love," which was penned and produced by Jose Burgos, Deuce Martinez, and J. "Smilester" Seale. (Seale wrote "Finally.") The reliable Ms. Weeks provides gospel-inflected vocals over Jeffrey Osborne-referencing rhythms. Contact: 972-481-2943.

• **Negrocan**, "Águila Esquina" (Pimento Music/PAS the Netherlands single). Negrocan follows the now classic "Cada Vez" with the equally vibrant "Águila Esquina." **Felice Sola** offers a delicious vocal mix that is pure sunshine.

Bluegrass Rules On Skaggs' 'History Of The Future'

BY JIM BESSMAN

NEW YORK—As he puts it, Ricky Skaggs has his "left foot in the past and the right in the future"—hence the title of Skaggs & Kentucky Thunder's Sept. 11 Skaggs Family Records release, *History of the Future*.

"I'm standing on a place where few others have gone," Skaggs explains, noting his formative links with bluegrass pioneers Bill Monroe, Ralph Stanley, and Flatt & Scruggs, prior to his late-'70s stint in Emmylou Harris' Hot band and subsequent emergence in the early '80s as a major country artist in his own right.

"So I caught myself second-guessing on this album," he continues, looking back at his previous albums since his return to the traditional bluegrass fold with 1997's *Bluegrass Rules!* "Some people say, 'Do some new songs'—that anybody can do the old bluegrass tunes like I did on *Bluegrass Rules!* So I listen respectfully, and they have me—

"Twenty-year-old [fiddler] Andy Leftwich is with us now, and we have to educate him on Benny Martin, Paul Warren, Kenny Baker, Chubby Wise, and all those great fiddle players of the past," Skaggs adds. "He's a great musician, but he doesn't have all the old bluegrass records I have and only knows Mark O'Connor and Stuart Duncan and the fiddle players of the '80s and '90s."

THRASH-METAL BLUEGRASS

Skaggs, then, wants to continue the "mandate" given to him by Dixie Chicks when they took Skaggs & Kentucky Thunder on the road. "They hired us not to play the real stuff, raw bluegrass music, in-your-face with attitude at thrash metal volume," he says. "They gave us the stage to influence young kids—and every night we got a standing ovation. So one of the most important things we're doing is educating young people not only where this music is going but where it came from—which is the reason for the album title."

History of the Future again focuses on classic bluegrass covers, such as Monroe's "Mother of All Sleepers" and the staple "Roll in My Swain's Arms," while including some newer material, such as Ricky Skaggs Music/Golden Hook Music (ASCAP) writer Skaggs' Celtic-flavored "The Road to Spencer."

One of the key cuts on the project

is the traditional "Shady Grove." "It's an old-time song that shows our roots," Skaggs says. "Everybody's done it, from Doc Watson to Bill Monroe to the Stanley Brothers—

and Bruce Hornsby could have eaten it up on piano. So it represents the history of the future—an old-time song but done in a hip, cutting-edge fashion, with Clay [Hess] playing an awesome guitar solo and Andy showcasing his abilities on mandolin.



SKAGGS

Skaggs continues, "They're all such great musicians, and every one's competing and pushing each other every night to do the best solo and get the biggest applause—not just for themselves but for the band."

Stan Strickland, who manages Skaggs and co-founded the Lyric Street-distributed Skaggs Family Records label with him, points out Skaggs' inclusion of Grand Ole Opry clog dancers on the "Shady Grove" cut and their percussive contribution to its party feel.

"Nobody's done an interpretation of that song quite this way," Strickland says. "But Ricky wanted the album to be a celebration overall. There was a moody quality to the 1999 follow-up to *Bluegrass Rules!*—*Ancient Tunes*—and a mission to [1999 gospel album] *Soldier* of the Cross, and he wanted to stay out of the way artistically on [the 2000 Skaggs-produced tribute] *Big Man—The Songs of Bill Monroe* and let the participants interpret their visions of Bill Monroe's music. So this is the first time he's really come back to *Bluegrass Rules!*"

'O BROTHER' OPENS DOORS

The label will work *History of the Future* throughout the traditional bluegrass community, Strickland notes, but "we're also fortunate that more media opportunities have opened up because of *O Brother, Where Art Thou?*, Dolly Parton's bluegrass albums, and Nickel Creek. A lot of people are exploring this music that wasn't a year ago."

The album also benefits from

Skaggs Family Records' recently instituted sales, marketing, and distribution pact with Lyric Street and its major distributor, Universal Music and Video Distribution (UMVD) (*Billboard*, June 16).

"As good as [previous indie distributor] DNA was, it didn't have the clout with retailers that the UMVD system does," Strickland says. One UMVD rep, he adds, pointed out that Skaggs' new music "is no further afield than his country singles of the early '80s." So UMVD is "testing the waters" at country radio with "Shady Grove," by servicing it to some 2,400 secondary-market stations via the September CDX compilation.

"We're all disappointed that radio didn't embrace *O Brother's* 'Man of Constant Sorrow,'" Strickland says, but with that and Patty Loveless's new bluegrass album, we may be in a unique situation where it's just one more little twist to take the top off the jar."

'AN INCREDIBLE BODY OF WORK'

Terry Herd, owner of the syndicated Bluegrass Radio Network and host of its weekly *Into the Blue* show, as well as consultant/PD for Sirius Satellite Radio's bluegrass channel, sees *History of the Future* as "another installment in an incredible body of work that Ricky's released since his return to bluegrass."

A collection of "mostly traditional songs" and new country pop videos by a modern studio production with the best players on the planet," the album, Herd adds, shows that "Skaggs hasn't wavered as the chasm between traditional country music and new country pop widens. He just continues marching down the road, playing the best bluegrass music possible."

The Monterey Peninsula-booked Skaggs, who Strickland says is now touring "like he hasn't done since the early '80s, in addition to the normal load of festivals and performing-art centers," says he recognizes the "scrutiny on me more than other bluegrass musicians, because I did go into country music in the '80s, and some bluegrass diehards out there still hold that against me."

But *Bluegrass Rules!* "did a whole lot to change that mind-set," Skaggs adds, realigning his position as a leading figure in the bluegrass resurgence. "We try not to let the bluegrass chat rooms deter us from where I feel I need to go and what we need to do in staying true to the music while allowing it to grow."

Nashville Scene

by Phyllis Stark

SEMINAR TOPICS: Has country music lost its passion? That question was one topic of discussion at the regional Country Radio Seminar Northeast, held Aug. 17-18 in Hartford, Conn.

Capitol Records president Mike Dungan said the passion for country music has waned, because radio programmers are overly influenced by research and the labels have turned the format into "AC wallpaper. The problem I've had with Music Row is [that] I don't think our music has been [that] good," he said. "Too often we settle for music that is competitive. We need to slow the process down and work on our excellence."



DUNGAN

Dungan thinks programmers' reluctance to play songs that research with strong negatives has hurt the format. "Records that research well often don't sell well," he said. "As soon as you start watching your negative factor, you've lost any level of excitement you had on the station. If you create a good product, it can survive three minutes and 20 seconds of a song [some listeners] don't like."

Monument Records VP of promotion Larry Paregis agreed: "We as an industry have gotten terrified of risks, of what I call 'acceptable negatives.'"

WGN Albany, N.Y., operations manager Buzz Brindle admitted that for some PBs, research becomes an opportunity not to play music.

Still, Paregis argued that passion is not necessarily the problem. "If anything, it may not be a lack of passion. It may just be fatigue." Paregis said that in the business culture of radio today, people labor under the assumption that it's "better to be overwhelmed than unemployed."

Just what constitutes country music was another central theme of the seminar. The topic arose at the opening session when KFKF Kansas City, Mo., PD Dale Carter, former PD of WWVZ Hartford, took current WWVZ PD Jay McCarthy to task for mixing in records by pop acts like

the Corrs during a spirited debate on whether such broadening moves are good for the format.

At a panel on programming country in the Northeast, WXUT Philadelphia PD Bob McKay said he plays Bob Seger's "Night Moves" and "Still the Same" and America's "A Horse With No Name." And WGGY Scranton, Pa., PD Mike Krimik said he dug into the music stack of his sister top 40 station from time to time, looking for cuts to play. Krimik said he "experimented" with the Corrs and with Shelby Lynne's "Killin' Kind" earlier this year.

"If the AC station is going to play Diamond Rio or LeAnn Rimes," Krimik contended, why can't country stations reciprocate with some AC music? "I'd rather be a great music station than [just] a country station."

ON THE ROW: Mercury Records chairman Luke Lewis has lured veteran Nashville A&R exec Mary Martin out of retirement to join the label as VP of A&R. Martin, one time VP of A&R at RCA, had been A&R consultant to Asylum Records prior to her retirement.

MCA Nashville senior VP of promotion David Haley exits. He had been part of the promotion team that made MCA the *Billboard* country label of the year for the past 10 years.

Director of A&R Laura Putty joins the three other Sony Music Nashville staffers who were laid off recently (*Billboard*, Aug. 25).

Steve Markland, who has headed publishing company Windstep Pacific's Nashville office since 1996, is elevated to VP of creative affairs for the company. Chiff Audreth III is upped from catalog manager to director of creative affairs. Lisa Gametfielder, who joined the company earlier this year in an administrative capacity, is promoted to catalog manager.

Paddock Music, the Nashville publishing company formed earlier this year by Toby Keith, T.K. Kimbrell, and creative director Rob Hendon, has signed three new writers: Curtis Wright, Don Ellis, and Gary Loyd.

ARTIST NEWS: Dixie Chicks will perform together Sept. 15 for the first time this year at the Texas Twilight Gala in Austin. The event is a fundraiser for pediatric AIDS charities. The Chicks will perform an acoustic set with the Austin Symphony Orchestra. Daultone Records has pushed back the release of Chris Knight's *A Pretty Good Guy* to Sept. 11.

Bluegrass Great Earl Scruggs Calls On 'Friends' For All-Star MCA Album

BY DEBORAH EVANS PRICE

NASHVILLE—Country music has few, if any, icons left who can attract musical collaborators as diverse as Don Henley, John Mellencamp, Sting, Billy Bob Thornton, Steve Martin, Travis Trist, and Johnny Cash.

Yet Earl Scruggs' musical genius has always had universal appeal, and many of the industry's top names jumped at the chance to be part of the new MCA Nashville release *Earl Scruggs and Friends*, due Aug. 28.

Produced by Earl's multi-talented son Randy Scruggs, the album features the elder statesman's signature banjo, alongside vocal performances by luminaries from the pop, rock, and country music communities.

"The first track was produced with Elton John," Randy says. "When he came in, he actually brought a box set of early material that Dad had recorded. Elton was a fan of Dad's, and Dad was a huge fan of Elton's. It set the mood and the stage."

Randy says the song selection process was "always very open. The important thing to me was that it would be something the guest artist would feel passionate about, and at the same time, something Dad could dig his teeth into, in terms of performance on the banjo."

Earl's first new recording from 1971, the album represents a musical resurrection for the legendary picker. Plagued by health problems, he had been inactive in the music community for quite some time. But hip-replacement and heart-bypass surgeries gave him new lease on life. "I'm feeling good and I enjoy performing and picking," Earl says. "I guess I don't feel my age."

A MUSICAL LIFE

Born in 1924, Earl first rose to prominence as a member of the late Bill Monroe's famed Bluegrass Boys. Debuting at the Grand Ole Opry in 1945, Earl earned acclaim with his unique playing style, but his career really took off when he and vocalist/guitarist Lester Flatt left Monroe's band in 1948, forming the famed duo Flatt & Scruggs. The two performed together until 1969, when Earl formed the Earl Scruggs Revere with sons Gary, Randy, and Steve.

Over the years, Earl's virtuoso picking could be heard in such memorable pieces as the *Beverly Hillsbillies* TV theme and in the Faye Dunaway/Warner Beatty film *Bonnie and Clyde*, which used Earl's classic "Foggy Mountain Breakdown" as the theme.

"Earl had written and recorded it in 1949," recalls Earl's wife of 53 years, Louise. "He was also his own manager." Warren Beatty called when he was producing *Bonnie and Clyde* and said he found this wonderful record of Earl's that he thought would work great in the

movie. Ends up it won a Grammy, and Earl got the Millionaire Award [for airplay] from BMI."

Earl's life has been filled with such musical highlights: "Earl is a [Country Music] Hall of Famer, and I'm really glad to be able to record and document this part of his musical history," says MCA Nashville chairman Bruce Hinton. "All of us at MCA Nashville feel privileged to be associated with it."



Hinton adds, "There are just a few people in the entire 20th century that forever changed the ways an up-and-coming musician would think about how they were supposed to play their instrument and what their possibilities might be with it. That's a very unique legacy. You look at people like Louis Armstrong. No one had thought about playing a trumpet that way before him, or Chet Atkins on guitar. Earl has certainly brought that to the banjo—not to mention he is one of the architects of bluegrass music."

Earl says his style was born out of necessity: "When I started years ago with the banjo, it was not much of an asset to the band the way it was played. It didn't quite fit in as well as I thought it could." So he set about to change that, and he adds modestly, "I was excited that what I had to offer was accepted."

Earl is thankful that his health has improved enough for him to perform once again. "We went to have his hip replaced, and when he was in the recovery room, he had a heart attack, and he literally died," Louise says of the 1996 crisis. "His heart stopped, and they got him back again. He had six blocked arteries, and he had bypass [surgery]."

With a heart healed and his back and hip pain gone, Earl says, he feels like a new man: "It's the first time I've been without pain for several years. When you get feeling good, you want to pick." And pick he does on this amazing album, with a musical gift that is unparalleled.

"Earl Scruggs is one of the true pioneers of American music," insists Don Henley, who first met Randy in the early '70s. "He is a living example of a strain of musical architec-

ture that runs back to the earliest musical traditions of this country."

"I'll not often that you can have such a cast of individuals of this caliber come together and celebrate music," Randy says. "They were there because of my dad, but what my dad represents is what turned up in the recording of the music: outstanding and unique musicianship and artistry. That's what we wanted to capture on this album." Earl is pleased with the results. "They are all exciting to me," he says of the 12 cuts. "I'll start listening to the album, and sometimes I'll play one for two or three days just over and over, and then I'll move to another one. Later, I'll come back to that first one. So it's been an exciting trip for me."

TAKING IT TO THE STREETS

MCA Nashville senior VP of sales and marketing Dave Weigand sees a broad avenue for *Earl Scruggs and Friends*. The artists on the project have garnered over 65 Grammys combined, sold more than 35 million records, and have been awarded with 318 gold, platinum, and multi-platinum certification [albums].

MCA plans to use the album to launch a special radio program going to Americana. Weigand anticipates sales being media-driven and says the project will be covered in numerous publications and via TV appearances.

Through advertising, Weigand says, MCA will target "the Earl Scruggs fan base in the bluegrass world and the fans of some of the other artists participating in this project. We are also going to do a lot of grass-roots marketing online."

At retail, Weigand says, MCA plans to have *Earl Scruggs and Friends* featured in country, bluegrass, and pop sections and will cross-merchandise it.

Terry Herd, owner of the syndicated Bluegrass Radio Network and host of its weekly *Into the Blue* show, had heard the album yet, but he plans to play it. "Just by the sheer novelty of it, I can tell you without even hearing it, we'll play some of it, because when you ever get a combination of artists like that together, Herd, who is also the consultant for Sirius Satellite Radio's bluegrass channel, adds, "Depending on how good it is, that will determine how many spins it gets. The novelty will get it on the air—the quality will determine the longevity."

Earl, who is booked by APA, says he would like to go out and perform select dates in support of the album: "Music has been my life. To me it's a prison to think about retiring or just quitting—either word is a bad word to me."

A Scruggs Cut-By-Cut

Putting together a multi-artist project is always a challenge, and Earl Scruggs and Friends was no exception. But it was also a labor of love for producer Randy Scruggs and a source of pride and pleasure for those who participated.

1. "Country Comfort," Earl Scruggs with Elton John. "Elton John did the first session last March a little outside Atlanta," says Earl's wife and manager, Louise Scruggs. "He lives in Atlanta part time. He was out working somewhere, and his manager was in Hawaii when Randy called. Within a few minutes, Elton said yes he'd like to do it."

Earl says, "It pleased me that he chose that song."

2. "Borrowed Love," with Dwight Yoakam. "He didn't have it written at all," Earl says of the song Yoakam wrote while they were in the studio. "What makes it exciting to me is that it wasn't something that we rehearsed until the excitement kind of died to us. We just recorded it."

3. "Ring of Fire," with Billy Bob Thornton. "The artists on *Earl Scruggs and Friends* heard [Thornton singing the Johnny Cash classic "I Still Miss Someone"] one night and went to the studio and then Thornton said, 'I'm doing a record—will you cut a Johnny Cash song?' We cut it early one morning in Ocean Way [Studios] in Nashville. It was a lot of passion. I love the way Earl played banjo on this version of it. It's just amazing. I liked the way the banjo is up there in that track. That kind of goes with how I sing it so low. It's a real nice contrast."

4. "True Love Never Dies," with Gary Scruggs and Travis Trist. "Gary [Scruggs] and Kevin Welch wrote that," Louise says. "Gary did vocals on it, and we wanted to put on a harmony part. We love Travis Trist's singing, so we added Travis. He came up and did a harmony part and led with one of the vocals."

5. "The Angels," with Melissa Etheridge. "They can't hear it twice," Louise explains. "They weren't a thing wrong with it, but [Etheridge] had another idea. So she went back in the vocal booth and came out with that version, and everybody in the studio was on their feet and gave her a standing ovation. It was marvelous."

6. "Fill Her Up," with Sting. "Sting's song was on an album he did," Louise says. "[Earl and Randy] put the track down [before] Sting worked a concert here in Nashville. We asked if he would do the vocals. He was just going to be here one day, and he didn't really feel like he had time to do the track. He wanted to take the trip to London and record

it. So he did, and he put his wife, Trudie, and his son Joe on it, too."

7. "Foggy Mountain Breakdown," with Glen Clavin, Randy Scruggs, Steve Martin, Vince Gill, Marty Stuart, Gary Scruggs, Albert Lee, Paul Shaffer, Jerry Douglas, and Leon Russell. "That was the most traveled instrumental in history," Louise says. "The basic track was put down in Nashville. Then we went to Los Angeles, where Steve Martin and Albert Lee put their part on. Then Randy went to New York to record Paul Shaffer. Then all the others were put on here [in Nashville]."

Earl says, "After a while, you wonder how in the world can you record it again and have it be exciting. But when different artists come together, it seems to be."

8. "Something Just Ain't Right," with Randy Scruggs. "Randy and I have enjoyed me a lot, as well as [helping] other people," Earl says of his son's prodigious playing skills. "He tries to get it as he sounds as he can, and I think he's got it. It doesn't sound like studio recording."

9. "I Found Someone," with Vince Gill and Rosanne Cash. "Randy and Earl wrote music to that, and Randy wrote part of the words, and then Vince Gill finished it up," Louise explains. "I think they finished it the morning of the session. Rosanne Cash has been a good friend of the family for a good many years."

10. "Blue Ridge Mountain Blues," with John Fogerty. Earl says, "That's an old tune I grew up with in the Carolinas as far as I've never had played it very much."

11. "Passin' Thru," with Don Henley and Johnny Cash. "Randy started communicating with me a little over a year ago about this album," Henley says. "The Scruggs came to Dallas to accommodate my schedule, and I appreciated that. I walked into the studio, and there sat Earl, Louise beside him, and Randy and the engineer at the board. That was it—it was a very simple, low-key session with no one else around. Louise took a few pictures; they thanked me profusely, and I left. I was proud to be asked to perform with Earl Scruggs."

12. "Foggy Mountain Rock/Foggy Mountain Special," with Marty Stuart, Louise says, "Earl and Marty started into another song, but ended up doing this one."

Earl adds, "We were just goofing off, actually. It was a spontaneous thing."

DEBORAH EVANS PRICE

BY CARLA HAY

KNEW YORK—MTV's Latin music channel for the U.S. is reinventing itself in an effort to increase distribution and serve the growing needs of the Latin marketplace.

Beginning Oct. 1, MTV will be known as MTV Español. It will implement a campaign to reposition itself as an essential channel for the Spanish-speaking audience, according to network executives.

MTVS was launched in 1996 as part of a digital package of spinoff channels from MTV and VH1 known as the Suite. According to the network, MTVS is available in about 10 million U.S. households, primarily on digital cable and satellite TV.

MTVS differs from MTV Latin America in that the latter is seen outside the U.S. Consequently, a great deal of the MTV Latin America playlist consists of English-language acts and videos. By contrast, the programming on MTVS consists almost entirely of Hispanic acts and Spanish-language videos, more closely resembling that of competing network MTV.

Like MTV, its English-language counterpart, MTVS has a core demographic of 12- to 34-year-olds. The channel plays primarily pop and rock.

Latin MTV Set To Relaunch As MTV Español



América Latina...

In San Antonio: Tejano *torero* singer Michael Salgado has signed a multi-album, multi-year recording contract with Sony Discos, according to label chairman Oscar Llord. "Publicly, we never give out the number of records or the exact amounts of money involved," Llord says. "But I can tell you that the deal is in the seven figures." Neither Sony officials nor Salgado's attorney, Eric Karl, would release contract specifics. But music sources prior to the negotiations say that Salgado's deal includes \$500,000 at the official signing and \$100,000 per album. Llord said that Salgado's signing was an integral part of Sony Discos' renewed emphasis on the regional Mexican market. "We see it with the greatest growth potential. We've recently had tremendous success with Lupillo Rivera, Banda Limón, and La Arrolladora, and Vicente Fernández is having a major resurgence in his career. So we want to make sure that we line ourselves up for continued growth in the marketplace," Karl says. Sony Discos' promotional plan to help expand Salgado's popularity beyond his Texas base—where he was previously signed to San Antonio-based Joy Records—was an important factor in going with the label. "We're very pleased with Sony Discos," he says. "They are very excited, and that's important for us. Michael is very hot in Texas, but not on the West Coast." According to Llord, Salgado's Sony debut album is already half-complete. The record, part of it in San Antonio, and we're looking for a November release date."

RAMIRO BUIR

In Argentina: Líderes Entertainment Group (LEG) began operations in August in Argentina, with distribution by BMG. Former Warner Music Argentina marketing manager Agel Karminsky has been appointed managing director of LEG. As the record label of a powerful media group owned by Cisneros Group, Rodolfo Rodríguez, and Telefónica Media, LEG will sign new artists and explore the possibilities of synergy with special marketing campaigns through radio Continental and Hit, cable channel Much Music, and Internet company El Sitio... Two original members of Los Fabulosos Cadillacs have left the group: Mario Siperman (keyboards) and David Lozano (trumpet). Now a 10-piece band celebrating its 15-year anniversary with only three players from its 1986 debut (frontman Vicente "Bastet" St. Pierre, and drummer Fernando Ricciardi). LEC embarked on a series of nine sold-out concerts Aug. 17 at Buenos Aires' 800-seat Teatro Attila. Dubbed *Los Miedos Loco* (Crazy, Scary Man), these shows feature a 24-piece orchestra and a songlist that includes B-sides, covers, and folk songs. Next plans call for the recording of a new album, though the band does not yet have a recording contract.

MARCELO FERNÁNDEZ BITAR

"We're targeting an audience that is mostly bilingual in Spanish and English," MTV Digital VP Eric Sherman says. "These are music fans who are exposed to [English-speaking] artists on a regular basis through other media but who watch MTVS for music they can't really see anywhere else. *Rock en español* and alternative Latin music is very popular with our audience."

Sherman notes that the growing Hispanic population in the U.S. means that the time is right for MTVS to take a huge leap forward in its distribution.

According to the 2000 U.S. census, more than 70% of the 35 million people who make up the Hispanic population of the U.S. are under the age of 35. "There are more young Hispanic people in the U.S. than ever before," says Robert Ramos, president of the Ruido Group, MTVS's certifying agency. "People in the MTVS audience are bombarded by English-language media and artists, and they watch MTVS because they're looking for something from their culture."

Sherman cites the diversity of acts to which MTVS gives exposure as expanding its program to crossoverers Ricky Martin and Christina Aguilera to rockers Puya and Maná.

"Normally, the U.S. Latin media has a difficult time grasping the youth market, so the media targets the adult-contemporary audience," observes Jorge Lopez-Dorville, VP of marketing for BMG U.S. Latin. "But MTVS is really the only [national] Latin music channel in the U.S. that caters to young people. It's a hip channel that attracts people who want to see the latest music."

Artists such as Tommaso Costanzo, whose client roster includes Los Fabulosos Cadillacs and Manu Chao, says, "The Latin alternative world has been on the back burner as far as record labels are concerned." Cookman is also a producer of the MTV Español program *The Red Zone*, which is set to debut next month.

Cookman adds, "These Latin alternative acts get tons of press and play sold-out concerts, but [they] may not necessarily get the labels' support with other things. These acts have come on MTVS."

Alejandra Campins, national promotions coordinator for Sony Discos' dance division, says, "MTVS is very helpful to new artists. Because so much of MTVS's audience is exposed to MTV and the videos of English-language acts, we can help MTVS's audience Latin music artists to make better-quality videos to appeal to the MTVS audience. Even if another company wanted to start a Latin-music channel in the U.S., it still wouldn't have the power of the MTV brand name."

Cookman concludes, "The exciting thing about MTV Español is that it can make a cultural mark on the Latin music market in this country, much like MTV did for [English-language] pop music. MTV Español can change people's perceptions of Latin music."



by Leila Cobo

FACING THE MUSIC: The departure of the Latin Grammys from Miami to Los Angeles (*Billboard Bulletin*, Aug. 21) raises the age-old question about whether arts and politics mix. And, of course, they do. Art in general, and music in particular, have a long and illustrious history of politicization, either by



content (in the lyrics of such artists as Bob Dylan and Juan Baez) or by association (should a modern Jewish symphony orchestra play the works of Wagner?).

Going back centuries, we find that Irish troubadours were executed by the British government for their anti-establishment duties. And even today, the politically charged music of Irish band the WolfTones is banned from British radio.

In Latin music, political content helped shape the entire *tango* movement, and in oppressive regimes, it has contributed to the exile of numerous artists—including last year's Latin Grammy winner Mercedes Sosa (from Argentina) and this year's nominee Caetano Veloso (from Brazil).

If we scrutinize this year's list of nominees closely, we find it littered with political clifts. Colombian Juanes received a handful of nominations for "Fijate Bien," a snapshot of life in his war-torn Colombia. Gilberto Gil, like countryman Veloso, also went into exile for years for his political views.

Regional Mexican icons Los Tigres del Norte are nominated for "De Paisano a Paisano," a song used in a campaign sponsored by the Mexican government to educate migrants about the perils of crossing the border.

Los Tigres' upcoming album includes the single "Somos Más Americanos," whose chorus—"We are more American than any Mexican government"—refers to the fact that, at one time, most of California and Texas belonged to Mexico. My guess is that the reason that these comments haven't raised eyebrows is because Los Tigres sing in Spanish and are off

the radar screen of many who would take offense.

But Cuban music is another story. In the U.S., where everything coming from the island has been glorified as forbidden fruit by the mainstream press, Cuban music—specifically that made by artists living on the island—has come to be regarded, quite often rightfully so, as special by many. Others, specifically Cuban exiles, find it offensive, given its association with the Castro regime. Indeed, the past decade in Miami's history is riddled with instances of protests surrounding Cuban acts.

To pretend, then, that even the specter of Cuban acts—because a Cuban act has even confirmed its attendance at the Grammys at this point—from the island would result in disturbances in this city of exiles is naive. Asking an exile not to protest the presence of, say, Omara Portuondo (nominated in the tropical pop category) for her album with Buena Vista Social Club) is as out of place as asking Portuondo not to kiss Fidel Castro on the cheek, as she was portrayed doing so a couple of weeks ago in Venezuela.

It is to emphasize that Grammy officials say they didn't select locations for fear of protest—"We don't run from [protests]. We like it," says National Academy of Recording Arts and Sciences CEO Michael C. McNair (and the city of Miami) could not guarantee security for the protesters, the press, or Grammy guests.

But by stating that music does not have any political barriers and that all musical celebrations are private events free from their political backgrounds, we are truly removing ourselves from the core of the creative impetus that drives great music.

Music is not sanitized, nor does it exist in a social vacuum. The Grammys are a private event, and are entitled to take place in a conciliatory, celebratory atmosphere. But to pretend to stand apart from the ramifications of the music they celebrate is wishful thinking.

And be divorced from the music, we are truly removing ourselves from the core of the creative impetus that drives great music.

The biggest pity here is that all involved couldn't find a way to face it in Miami; the U.S. city that best embraces all things Latin.

Billboard

REGIONAL MEXICAN MUSIC

LATIN MUSIC 6-PACK 5

Billboard's Latin Music Six Pack 5 looks at the Regional Mexican Music scene and highlights strategies for marketing this exploding genre. We also focus on the emergence of independent Latin labels, the rising popularity of Vallenato music, and the hot Latin artists to watch. In addition, Billboard provides a 6-month re-cap of its 3 Latin genre charts.

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LAST WEEK 2 WEEKS AGO WEEKS ON CHART					ARTIST IMP/INT & NUMBER/DISTRIBUTING LABEL		TITLE		LAST WEEK 2 WEEKS AGO WEEKS ON CHART		ARTIST IMP/INT & NUMBER/DISTRIBUTING LABEL		TITLE		LAST WEEK 2 WEEKS AGO WEEKS ON CHART					
1	1	8	GRUPO BRYNDIS	Historico Musical Romantico	1	46	36	69	THALIA	Acercando	4	44	32	42	LOS ANGELES DE CHARLIE	Yo Suena	7			
2	2	2	LOS ANGELES AZULES	Historico Musical	2	38	38	6	LOS HURACANES DEL NORTE	En Vivo	38	HOT SHOT DEBUT								
3	4	40	PAULINA RUBIO	Pasadas	54	1	1	1	FRANKIE NEGRON	Por Tu Placer	54	55	54	6	JOSE ALFREDO JIMENEZ	Los 100 Clasicos Vol. 2	54			
4	5	25	A.B. QUINTANILLA Y LOS KUMBIA KINGS	Shalal	57	49	45	74	SHAKIRA	MTV Unplugged	54	57	44	7	GRUPO NICHE & JOE ARROYO	Los Gigantes De La Salsa	56			
5	6	27	VICENTE FERNANDEZ	Historico De Un Ideo Vol. 1	58	59	55	45	LOS TIIGRES DEL NORTE	Uniendo Fronteras	58	60	55	49	GUARDIANES DEL AMOR	La Mejor De Guardianes Del Amor	30			
6	7	27	LUPILLO RIVERA	Desprezido	61	74	65	24	JERRY RIVERA	Rivers	62	61	74	65	VARIOUS ARTISTS	Primavera	62			
GREATEST GAINER																				
7	13	6	LOS TRI-O	Siempre En Mi Mente	58	59	55	45	CHAYANNE	Siempre En Mi Mente	58	60	55	49	GUARDIANES DEL AMOR	La Mejor De Guardianes Del Amor	30			
8	10	12	MARCO ANTONIO SOLIS	Mes De Mi Alma	59	59	55	45	CHAYANNE	Siempre En Mi Mente	58	60	55	49	GUARDIANES DEL AMOR	La Mejor De Guardianes Del Amor	30			
9	11	11	CRISTIAN	Azul	61	74	65	24	JERRY RIVERA	Rivers	62	61	74	65	VARIOUS ARTISTS	Primavera	62			
10	8	5	OLGA TANON	Yo Per Di	58	60	55	49	CHAYANNE	Siempre En Mi Mente	58	60	55	49	GUARDIANES DEL AMOR	La Mejor De Guardianes Del Amor	30			
11	11	17	PALOMO	Fuerza Musical	61	74	65	24	JERRY RIVERA	Rivers	62	61	74	65	VARIOUS ARTISTS	Primavera	62			
12	3	4	VICENTE FERNANDEZ	Mas Con El Numero Uno	58	60	55	49	CHAYANNE	Siempre En Mi Mente	58	60	55	49	GUARDIANES DEL AMOR	La Mejor De Guardianes Del Amor	30			
13	15	14	JACI VELASQUEZ	Mi Corazon	61	74	65	24	JERRY RIVERA	Rivers	62	61	74	65	VARIOUS ARTISTS	Primavera	62			
14	16	6	JAGUALES	Cuando La Sangre Galega	61	74	65	24	JERRY RIVERA	Rivers	62	61	74	65	VARIOUS ARTISTS	Primavera	62			
15	16	9	EL ORIGINAL DE LA SIERRA	Homenaje A Cholino Sanchez	61	74	65	24	JERRY RIVERA	Rivers	62	61	74	65	VARIOUS ARTISTS	Primavera	62			
16	14	11	MANU CHAO	Proxima Estacion...Exageras	61	74	65	24	JERRY RIVERA	Rivers	62	61	74	65	VARIOUS ARTISTS	Primavera	62			
17	13	10	PEPE AGUILAR	La Mejor De Nosotros	61	74	65	24	JERRY RIVERA	Rivers	62	61	74	65	VARIOUS ARTISTS	Primavera	62			
18	18	17	RICARDO MONTANER	Suena Repetido	61	74	65	24	JERRY RIVERA	Rivers	62	61	74	65	VARIOUS ARTISTS	Primavera	62			
PACESETTER																				
19	37	2	LOS TEMERARIOS	Jaysa	71	68	1	1	JUANES	Fuiste Bien	71	68	1	1	JUANES	Fuiste Bien	71			
20	17	52	AZUL AZUL	El Sapo	61	59	18	12	CHICHICUILOTES CON BANDA	12 Chichicuilotes Con Banda	18	62	74	65	24	JERRY RIVERA	Rivers	62		
21	18	11	EL CHICHICUILOTE	12 Chichicuilotes Con Banda	18	62	74	65	24	JERRY RIVERA	Rivers	62	61	74	65	VARIOUS ARTISTS	Primavera	62		
22	21	2	CONJUNTO PRIMAVERA	Asias De Amor	60	53	37	24	JERRY RIVERA	Rivers	62	61	74	65	VARIOUS ARTISTS	Primavera	62			
23	42	2	GRUPO EXTERMINADOR	Reunion De Perros	23	23	12	BANDA EL RECODO	Cenizo Por Siempre	23	23	12	BANDA EL RECODO	Cenizo Por Siempre	23	23	12	BANDA EL RECODO	Cenizo Por Siempre	23
24	23	12	BANDA EL RECODO	Cenizo Por Siempre	23	23	12	BANDA EL RECODO	Cenizo Por Siempre	23	23	12	BANDA EL RECODO	Cenizo Por Siempre	23	23	12	BANDA EL RECODO	Cenizo Por Siempre	23
25	23	37	RAMON AYALA Y SUS BRAVOS DEL NORTE	En Vivo: El Hombre Y Su Musica	23	23	12	BANDA EL RECODO	Cenizo Por Siempre	23	23	12	BANDA EL RECODO	Cenizo Por Siempre	23	23	12	BANDA EL RECODO	Cenizo Por Siempre	23
26	21	15	EL GENERAL	El General En Bock	12	12	32	CORRIDOS LLORIDOS-SOLAMENTE UNO	32 Corridos Lloridos-Solamente Uno	12	12	32	CORRIDOS LLORIDOS-SOLAMENTE UNO	32 Corridos Lloridos-Solamente Uno	12	12	32	CORRIDOS LLORIDOS-SOLAMENTE UNO	32 Corridos Lloridos-Solamente Uno	12
27	19	18	LOS TUCANES DE TULAJANA	La Historia	12	12	32	CORRIDOS LLORIDOS-SOLAMENTE UNO	32 Corridos Lloridos-Solamente Uno	12	12	32	CORRIDOS LLORIDOS-SOLAMENTE UNO	32 Corridos Lloridos-Solamente Uno	12	12	32	CORRIDOS LLORIDOS-SOLAMENTE UNO	32 Corridos Lloridos-Solamente Uno	12
28	24	25	ROCKY MARTIN	La Historia	12	12	32	CORRIDOS LLORIDOS-SOLAMENTE UNO	32 Corridos Lloridos-Solamente Uno	12	12	32	CORRIDOS LLORIDOS-SOLAMENTE UNO	32 Corridos Lloridos-Solamente Uno	12	12	32	CORRIDOS LLORIDOS-SOLAMENTE UNO	32 Corridos Lloridos-Solamente Uno	12
29	38	29	VARIOUS ARTISTS	Bechetas 2001	7	7	63	BANDA EL RECODO	Cenizo Por Siempre	7	7	63	BANDA EL RECODO	Cenizo Por Siempre	7	7	63	BANDA EL RECODO	Cenizo Por Siempre	7
30	42	49	CRISTINA AGUILERA	Mi Reflejo	13	13	28	VARIOUS ARTISTS	Todo Exitos De Hip Hop	13	13	28	VARIOUS ARTISTS	Todo Exitos De Hip Hop	13	13	28	VARIOUS ARTISTS	Todo Exitos De Hip Hop	13
31	35	57	GILBERTO SANTA ROSA	Intenso	28	28	14	GRANDES EXITOS	14 Grandes Exitos	28	28	14	GRANDES EXITOS	14 Grandes Exitos	28	28	14	GRANDES EXITOS	14 Grandes Exitos	28
32	41	29	VARIOUS ARTISTS	Todo Exitos De Hip Hop	28	28	14	GRANDES EXITOS	14 Grandes Exitos	28	28	14	GRANDES EXITOS	14 Grandes Exitos	28	28	14	GRANDES EXITOS	14 Grandes Exitos	28
33	31	25	INTOCABLE	14 Grandes Exitos	2	2	2	SELENA	Live, The Last Concert—Houston, Texas February 28, 1995	2	2	2	SELENA	Live, The Last Concert—Houston, Texas February 28, 1995	2	2	2	SELENA	Live, The Last Concert—Houston, Texas February 28, 1995	2
34	29	26	SELENA	Live, The Last Concert—Houston, Texas February 28, 1995	2	2	2	SELENA	Live, The Last Concert—Houston, Texas February 28, 1995	2	2	2	SELENA	Live, The Last Concert—Houston, Texas February 28, 1995	2	2	2	SELENA	Live, The Last Concert—Houston, Texas February 28, 1995	2
35	32	6	YAIRE	La Reunion	36	36	36	YAIRE	La Reunion	36	36	36	YAIRE	La Reunion	36	36	36	YAIRE	La Reunion	36
36	33	61	JOAN SEBASTIAN	Secreto De Amor	5	5	5	JOAN SEBASTIAN	Secreto De Amor	5	5	5	JOAN SEBASTIAN	Secreto De Amor	5	5	5	JOAN SEBASTIAN	Secreto De Amor	5
37	34	39	SI SE	Si Se	30	30	30	SI SE	Si Se	30	30	30	SI SE	Si Se	30	30	30	SI SE	Si Se	30
38	40	47	GIPSY KINGS	Volare! The Very Best Of The Gipsy Kings	3	3	3	GIPSY KINGS	Volare! The Very Best Of The Gipsy Kings	3	3	3	GIPSY KINGS	Volare! The Very Best Of The Gipsy Kings	3	3	3	GIPSY KINGS	Volare! The Very Best Of The Gipsy Kings	3
39	41	51	LIBERACION	25 Anos Vol. II	32	32	32	LIBERACION	25 Anos Vol. II	32	32	32	LIBERACION	25 Anos Vol. II	32	32	32	LIBERACION	25 Anos Vol. II	32
40	43	36	ROCIO DURCAL	Entre Tenorio Y Marichal	1	1	1	ROCIO DURCAL	Entre Tenorio Y Marichal	1	1	1	ROCIO DURCAL	Entre Tenorio Y Marichal	1	1	1	ROCIO DURCAL	Entre Tenorio Y Marichal	1
41	47	39	MARC ANTHONY	Desde Un Principio—From The Beginning	1	1	1	MARC ANTHONY	Desde Un Principio—From The Beginning	1	1	1	MARC ANTHONY	Desde Un Principio—From The Beginning	1	1	1	MARC ANTHONY	Desde Un Principio—From The Beginning	1
42	48	39	VARIOUS ARTISTS	20 Exitos Con La Dinastia	43	43	43	VARIOUS ARTISTS	20 Exitos Con La Dinastia	43	43	43	VARIOUS ARTISTS	20 Exitos Con La Dinastia	43	43	43	VARIOUS ARTISTS	20 Exitos Con La Dinastia	43
43	40	34	INTOCABLE	En Paso Ti	23	23	23	INTOCABLE	En Paso Ti	23	23	23	INTOCABLE	En Paso Ti	23	23	23	INTOCABLE	En Paso Ti	23
44	54	10	PUYA	Que Lo Baila Bien	26	26	26	PUYA	Que Lo Baila Bien	26	26	26	PUYA	Que Lo Baila Bien	26	26	26	PUYA	Que Lo Baila Bien	26
45	26	2	NYDIA	Nydia	26	26	26	NYDIA	Nydia	26	26	26	NYDIA	Nydia	26	26	26	NYDIA	Nydia	26
46	56	6	JOSE ALFREDO JIMENEZ	Los 100 Clasicos Vol. 1	46	46	46	JOSE ALFREDO JIMENEZ	Los 100 Clasicos Vol. 1	46	46	46	JOSE ALFREDO JIMENEZ	Los 100 Clasicos Vol. 1	46	46	46	JOSE ALFREDO JIMENEZ	Los 100 Clasicos Vol. 1	46
47	54	12	CACHITO LOPEZ	Cachito	26	26	26	CACHITO LOPEZ	Cachito	26	26	26	CACHITO LOPEZ	Cachito	26	26	26	CACHITO LOPEZ	Cachito	26
48	57	29	VARIOUS ARTISTS	No. 1 Un Ano De Exitos	26	26	26	VARIOUS ARTISTS	No. 1 Un Ano De Exitos	26	26	26	VARIOUS ARTISTS	No. 1 Un Ano De Exitos	26	26	26	VARIOUS ARTISTS	No. 1 Un Ano De Exitos	26

Latin Pop Albums

Position	Artist	Title
1	Paulina Rubio	Shalal
2	A.B. Quintanilla y Los Kumbia Kings	Shalal
3	GRUPO BRYNDIS	Historico Musical Romantico
4	CRISTIAN	Azul
5	OLGA TANON	Yo Per Di
6	PAULINA RUBIO	Pasadas
7	VARIOUS ARTISTS	Bechetas 2001
8	CRISTINA AGUILERA	Mi Reflejo
9	GILBERTO SANTA ROSA	Intenso
10	VARIOUS ARTISTS	Todo Exitos De Hip Hop
11	INTOCABLE	14 Grandes Exitos
12	SELENA	Live, The Last Concert—Houston, Texas February 28, 1995
13	BANDA MACHOS	La Reunion
14	YAIRE	Yaire
15	JOAN SEBASTIAN	Secreto De Amor
16	SI SE	Si Se
17	GIPSY KINGS	Volare! The Very Best Of The Gipsy Kings
18	LIBERACION	25 Anos Vol. II
19	ROCIO DURCAL	Entre Tenorio Y Marichal
20	MARC ANTHONY	Desde Un Principio—From The Beginning
21	VARIOUS ARTISTS	20 Exitos Con La Dinastia
22	INTOCABLE	En Paso Ti
23	TIGRILLOS	Que Lo Baila Bien
24	PUYA	Que Lo Baila Bien
25	NYDIA	Nydia
26	JOSE ALFREDO JIMENEZ	Los 100 Clasicos Vol. 1
27	CACHITO LOPEZ	Cachito
28	VARIOUS ARTISTS	No. 1 Un Ano De Exitos

Tropical/Salsa Albums

Position	Artist	Title
1	El General	El General En Bock
2	Los Angeles Azules	Historico Musical
3	Los Angeles de Charlie	Yo Suena
4	Los Huracanes del Norte	En Vivo
5	Los Tigres del Norte	Uniendo Fronteras
6	Los Caminantes	20 Exitos-Nuestras Cosas
7	Huey Dunear	Yo Si Me Encamoro
8	El Potro de Sinaloa	Pobre Mi Corazon
9	Various Artists	Todo Exito De Bechetas
10	Juan Luis Guerra 440	Coleccion Romantica
11	Control	Control
12	Julio Preciado y Su Banda Perla del Pacifico	Entre Amigos
13	Goza Poderoso	Goza Poderoso
14	Fuiste Bien	Fuiste Bien
15	Billboard Latin Music Awards 2001	Billboard Latin Music Awards 2001
16	Luis Miguel	Vivo
17	Juan Garcia	Algunas Muy Famosas
18	Banda El Recodo	La Mejor De Mi Vida

Regional Mexican Albums

Position	Artist	Title
1	El General	El General En Bock
2	Los Angeles Azules	Historico Musical
3	Los Angeles de Charlie	Yo Suena
4	Los Huracanes del Norte	En Vivo
5	Los Tigres del Norte	Uniendo Fronteras
6	Los Caminantes	20 Exitos-Nuestras Cosas
7	Huey Dunear	Yo Si Me Encamoro
8	El Potro de Sinaloa	Pobre Mi Corazon
9	Various Artists	Todo Exito De Bechetas
10	Juan Luis Guerra 440	Coleccion Romantica
11	Control	Control
12	Julio Preciado y Su Banda Perla del Pacifico	Entre Amigos
13	Goza Poderoso	Goza Poderoso
14	Fuiste Bien	Fuiste Bien
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24	PUYA	Que Lo Baila Bien
25	NYDIA	Nydia
26	JOSE ALFREDO JIMENEZ	Los 100 Clasicos Vol. 1
27	CACHITO LOPEZ	Cachito
28	VARIOUS ARTISTS	No. 1 Un Ano De Exitos

Tropical/Salsa Albums

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7	Huey Dunear	Yo Si Me Encamoro
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10	Juan Luis Guerra 440	Coleccion Romantica
11	Control	Control
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13	Goza Poderoso	Goza Poderoso
14	Fuiste Bien	Fuiste Bien
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16	Luis Miguel	Vivo
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Regional Mexican Albums

Position	Artist	Title
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3	Los Angeles de Charlie	Yo Suena
4	Los Huracanes del Norte	En Vivo
5	Los Tigres del Norte	Uniendo Fronteras
6	Los Caminantes	20 Exitos-Nuestras Cosas
7	Huey Dunear	Yo Si Me Encamoro
8	El Potro de Sinaloa	Pobre Mi Corazon
9	Various Artists	Todo Exito De Bechetas
10	Juan Luis Guerra 440	Coleccion Romantica
11	Control	Control
12	Julio Preciado y Su Banda Perla del Pacifico	Entre Amigos
13	Goza Poderoso	Goza Poderoso
14	Fuiste Bien	Fuiste Bien
15	Billboard Latin Music Awards 2001	Billboard Latin Music Awards 2001
16	Luis Miguel	Vivo
17	Juan Garcia	Algunas Muy Famosas
18	Banda El Recodo	La Mejor De Mi Vida

CD	TITLE	ARTIST	LAST WEEK	TITLE	ARTIST
		Impulse/Promotional Label			Impulse/Promotional Label
1	ACIN	Impulse (Impulse)	1	POUR UN DIEU	Stratovarius
2	COMO DE CORONA LINDA HEREDIA	Impulse (Impulse)	2	ROCKERS	Keanu Reeves
3	COMO DE CORONA LINDA HEREDIA	Impulse (Impulse)	3	ROCKERS	Keanu Reeves
4	DEMIANE	Impulse (Impulse)	4	ROCKERS	Keanu Reeves
5	COMO DUDMAN	Impulse (Impulse)	5	ROCKERS	Keanu Reeves
6	YO ME DEJO A MIER	Impulse (Impulse)	6	ROCKERS	Keanu Reeves
7	COMO DUDMAN	Impulse (Impulse)	7	ROCKERS	Keanu Reeves
8	COMO DUDMAN	Impulse (Impulse)	8	ROCKERS	Keanu Reeves
9	COMO DUDMAN	Impulse (Impulse)	9	ROCKERS	Keanu Reeves
10	COMO DUDMAN	Impulse (Impulse)	10	ROCKERS	Keanu Reeves
11	COMO DUDMAN	Impulse (Impulse)	11	ROCKERS	Keanu Reeves
12	COMO DUDMAN	Impulse (Impulse)	12	ROCKERS	Keanu Reeves
13	COMO DUDMAN	Impulse (Impulse)	13	ROCKERS	Keanu Reeves
14	COMO DUDMAN	Impulse (Impulse)	14	ROCKERS	Keanu Reeves
15	COMO DUDMAN	Impulse (Impulse)	15	ROCKERS	Keanu Reeves
16	COMO DUDMAN	Impulse (Impulse)	16	ROCKERS	Keanu Reeves
17	COMO DUDMAN	Impulse (Impulse)	17	ROCKERS	Keanu Reeves
18	COMO DUDMAN	Impulse (Impulse)	18	ROCKERS	Keanu Reeves
19	COMO DUDMAN	Impulse (Impulse)	19	ROCKERS	Keanu Reeves
20	COMO DUDMAN	Impulse (Impulse)	20	ROCKERS	Keanu Reeves
21	COMO DUDMAN	Impulse (Impulse)	21	ROCKERS	Keanu Reeves
22	COMO DUDMAN	Impulse (Impulse)	22	ROCKERS	Keanu Reeves
23	COMO DUDMAN	Impulse (Impulse)	23	ROCKERS	Keanu Reeves
24	COMO DUDMAN	Impulse (Impulse)	24	ROCKERS	Keanu Reeves
25	COMO DUDMAN	Impulse (Impulse)	25	ROCKERS	Keanu Reeves
26	COMO DUDMAN	Impulse (Impulse)	26	ROCKERS	Keanu Reeves
27	COMO DUDMAN	Impulse (Impulse)	27	ROCKERS	Keanu Reeves
28	COMO DUDMAN	Impulse (Impulse)	28	ROCKERS	Keanu Reeves
29	COMO DUDMAN	Impulse (Impulse)	29	ROCKERS	Keanu Reeves
30	COMO DUDMAN	Impulse (Impulse)	30	ROCKERS	Keanu Reeves
31	COMO DUDMAN	Impulse (Impulse)	31	ROCKERS	Keanu Reeves
32	COMO DUDMAN	Impulse (Impulse)	32	ROCKERS	Keanu Reeves
33	COMO DUDMAN	Impulse (Impulse)	33	ROCKERS	Keanu Reeves
34	COMO DUDMAN	Impulse (Impulse)	34	ROCKERS	Keanu Reeves
35	COMO DUDMAN	Impulse (Impulse)	35	ROCKERS	Keanu Reeves
36	COMO DUDMAN	Impulse (Impulse)	36	ROCKERS	Keanu Reeves
37	COMO DUDMAN	Impulse (Impulse)	37	ROCKERS	Keanu Reeves
38	COMO DUDMAN	Impulse (Impulse)	38	ROCKERS	Keanu Reeves
39	COMO DUDMAN	Impulse (Impulse)	39	ROCKERS	Keanu Reeves
40	COMO DUDMAN	Impulse (Impulse)	40	ROCKERS	Keanu Reeves
41	COMO DUDMAN	Impulse (Impulse)	41	ROCKERS	Keanu Reeves
42	COMO DUDMAN	Impulse (Impulse)	42	ROCKERS	Keanu Reeves
43	COMO DUDMAN	Impulse (Impulse)	43	ROCKERS	Keanu Reeves
44	COMO DUDMAN	Impulse (Impulse)	44	ROCKERS	Keanu Reeves
45	COMO DUDMAN	Impulse (Impulse)	45	ROCKERS	Keanu Reeves
46	COMO DUDMAN	Impulse (Impulse)	46	ROCKERS	Keanu Reeves
47	COMO DUDMAN	Impulse (Impulse)	47	ROCKERS	Keanu Reeves
48	COMO DUDMAN	Impulse (Impulse)	48	ROCKERS	Keanu Reeves
49	COMO DUDMAN	Impulse (Impulse)	49	ROCKERS	Keanu Reeves
50	COMO DUDMAN	Impulse (Impulse)	50	ROCKERS	Keanu Reeves

RANK	LAST WEEK	WEEKS ON CHART	CASH		ARTIST	TITLE	ARTIST						
			ALBUM	WEEKS ON CHART				LAST WEEK	WEEKS ON CHART				
1	2	1	1	1	COMO QUERO MI LINDA MI LINDA	OSCAR TRUJILLO McLemore Carmen	30	1	1	1	1	SALUDABLE QUE MAS ME QUIERES DE MI TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
2	3	1	2	2	PUERILIN DESCI COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	31	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
3	4	1	3	3	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	32	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
4	5	1	4	4	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	33	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
5	6	1	5	5	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	34	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
6	7	1	6	6	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	35	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
7	8	1	7	7	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	36	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
8	9	1	8	8	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	37	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
9	10	1	9	9	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	38	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
10	11	1	10	10	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	39	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
11	12	1	11	11	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	40	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
12	13	1	12	12	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	41	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
13	14	1	13	13	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	42	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
14	15	1	14	14	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	43	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
15	16	1	15	15	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	44	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
16	17	1	16	16	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	45	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
17	18	1	17	17	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	46	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
18	19	1	18	18	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	47	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
19	20	1	19	19	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	48	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
20	21	1	20	20	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	49	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
21	22	1	21	21	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	50	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
22	23	1	22	22	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	51	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
23	24	1	23	23	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	52	1	1	1	1	TU ME PRODIGAS TU ME PRODIGAS	ROSE MAY FLORES MAY FLORES
24	25	1	24	24	COMO CADA UNO COMO CADA UNO	PUERILIN DESCI NERY ARIAS NERY ARIAS	53	1					

CÓDIGO	TÍTULO	ARTISTAS	GÉNERO	AÑO	CÓDIGO	TÍTULO	ARTISTAS
1	ME HE CONOCIDO AUN	PULGANCITO	Pop	12	SEJAMINE AMARTE	Impagados	1
2	LA GRAN MOCHÉ	LOS TUCUMÁN DE PLAZA	Pop	21	BUENO DI NO	Chaymá	2
3	DESPEDIRSE	LUPITA DI NO	Pop	22	REUETE DE TANGO	Impagados	3
4	NO TE PODRÁS QUEJAR	COLLETTA PERMANENTE	Pop	23	VE YA DESPUÉS	Estadounidenses	4
5	Y LEJISTATE TU	SANCHEZ DE REEDDO	Pop	24	LOCO	VERMÁN, LOS TUCUMÁN	5
6	POB AMAR AÍ	PAUL PRECINO Y LA BANDERA PAULINA	Pop	25	POB BIEN DE LOS DOS	Polo Tinto Y La Muestra Permana	6
7	LA CANTINERA	LA CANTINERA	Pop	26	LA CANTINERA	LA CANTINERA	7
8	CASA VIEJA TE LEJASTO MAL	LA CANTINERA	Pop	27	LA CANTINERA	LA CANTINERA	8
9	EL APURANTE	VERMÁN, LOS TUCUMÁN	Pop	28	QUERIDA DEL DUEÑO	LA CANTINERA	9
10	ME VA YA A ESTARMA	LA CANTINERA	Pop	29	NO VALE LA PENIA	Hayden Gato Y Los TUCUMÁN	10
11	ME FORTALECÉ	LOS TUCUMÁN DE PLAZA	Pop	30	BOOM BOOM	AL CANTINERA Y LA Muestra Permana	11
12	AMORCITO MIO	JUAN DE BASTIEN	Pop	31	ME OJESION	Los Permana	12
13	EL MALDICHIDO	LOS TUCUMÁN DE PLAZA	Pop	32	A PUNTO DE CHAMARLA	Estadounidenses	13
14	Y LEJISTE DEMASIADO TU	REDDY DE REEDDO	Pop	33	ESPERO QUE PASA	Los Tucumán	14
15	LA COLUMBIANA	LA CANTINERA	Pop	34	RELEJADO	Estadounidenses	15
16	QUERIDA A LA VERA	COLLETTA PERMANENTE	Pop	35	LA CANTINERA	Estadounidenses	16
17	TE HE CONOCIDO YA	LA CANTINERA	Pop	36	POB BIEN DE UNA MUJER	Estadounidenses	17
18	OTRA PERSONA TE AMO	VERMÁN, LOS TUCUMÁN	Pop	37	QUERIDA TONTO	Estadounidenses	18
19	AMARTE	VERMÁN, LOS TUCUMÁN	Pop	38	QUERIDA EL TUCUMÁN	Estadounidenses	19

The most popular singles and tracks compiled from a national sample of *Billboard* Top 100 radio plays.

Mercado Bounces Back To Promotions

BY MATTHEW BENZ

NEW YORK—Goodbye RMM, hello RMP. A few months after seeing the label he founded—RMM Records—sold off in court to Universal Music Group, Latin music titan Ralph Mercado revealed a new focus, with the official re-launch of his 20-year-old promotions business, Ralph Mercado Presents.

COMING-OUT PARTY

The official coming-out happened at an Aug. 21 party at Babalú—Mercado's restaurant on Manhattan's West Side—that attracted an estimated crowd of 300. There, the firm's new logo was unveiled.

John "Gungie" Rivera, who has worked with Mercado on special events for five years through his own firm, Prestige Productions, says that with the "headache of the sale of the label out of the way," Mercado can now "focus his energies" on event promotion. Mercado says, "My forte is as a promoter. I've always been a promoter."

The first event being promoted is a Sept. 8 concert at New York City's Madison Square Garden celebrating Fania Records co-founder/president Jerry Masucci's 30-year-old film, *Our*

Latin Thing. Among the featured Fania All-Stars are Fania Records co-founder/musical director Johnny Pacheco, as well as Willie Colón and Ray Barreto. A West Coast version of the event is set for Sept. 29 at the Hollywood Bowl.

Rivera expects the new Ralph Mercado Presents to put on more tropical concerts at Madison Square Garden. He says it is also likely to

RMM filed for Chapter 11 bankruptcy protection.

The label had an estimated \$31.9 million in assets at the time, but it was facing liabilities of \$12.73 million. Five months earlier, it had been ordered by a federal judge in Puerto Rico to pay singer Glenn Monroig \$7.7 million for illegally recording one of his songs.

DIVERSE INTERESTS

Mercado is no longer associated with RMM, which has a catalog that runs to more than 400 titles and 130 artists, including the late Tito Puente, Celia Cruz, and the Spanish-language albums of Marc Antony.

Still up and running are RMM Filmworks, two music-publishing houses, and Babalú. Despite the challenge of renewing his focus on event promotion—while also overseeing these diverse businesses—Mercado says he continues to keep his eye out for new musical talent, and he plans to re-enter the record business.

But Mercado adds that wouldn't happen until at least next year. Right now, he says with a smile, "I need a break."



expand its presence further, into other markets, including Miami, Chicago, and Los Angeles.

EMOTIONAL OCCASION

"I never thought, 30 years ago, that we'd get to this point," Mercado says of the relaunch and the new focus. "My emotions are high."

The sale of RMM Records to Universal for close to \$18 million was the culmination of a process that began last November, when



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by Steve Graybow

Jazz Notes

ALL ABOUT SOUL: Jazz is a tradition passed down through the generations, with a history of masters and apprentices, great men and young lions, teachers and students. It is a discipline best experienced firsthand by its own coming practitioners, or, in the words of guitarist **Rodney Jones**, it is a music "that is caught, not taught." Jones, who has soaked up a fair share of jazz history while working with such bandleaders as **Dizzy Gillespie**, **Chico Hamilton**, and **Les Horne**, brings his experiences to bear on *Soul Manifesto* (Blue Note, Aug. 28), a combination of jazz sensibility and old-time funk grooves.

Joined by a band that bridges the gap between the old and younger guard—with saxophonists **Maceo Parker** and **Arthur Blythe**, organist **Dr. Lonnie Smith**, bassist **Lonnie Plaxico**, and drummer **Idris Muhammad**—Jones' *Soul Manifesto* is steeped deep in improvisational camaraderie. It also draws its roots from Jones' own history: in his formative years, the guitarist became familiar with Smith while learning guitar lines from **George Benson** records and with Parker from **James Brown** records.

But it was more than funky lines that Jones soaked up from those seminal recordings. "It was the meaning that the musicians put behind the grooves that really made the music what it was," Jones says. "It was the values placed upon the licks and the grooves. At the end of the day, what is important in music, and in life, is knowing one's self, knowing what came before you, and expressing yourself with that knowledge."

Although Jones picked up his first guitar at age 6, his introduction to jazz did not come until his teens, when he heard **Barney Kessel's** version of "Summertime" on the radio. "Up until then," Jones says, "I was known as the guy who could hear the hot guitar players on the radio and emulate their style. When I tried to play like Kessel, it just did not happen, and the challenge of jazz called out to me."

Jones, who also draws inspiration from guitar greats **Kenny Burrell**, **Wes Montgomery**, and **Grant Green**, says he "gives a strong nod of the head to those who came before me," whenever he plays the guitar. "My career is defined by looking back and the moving forward with the knowledge gained from studying those masters."

Despite Jones' lifelong obsession with funk, *Soul Manifesto* is his

first project as a leader to delve into the music's rich R&B rhythms and succulent lines. Most of the material was written and recorded within a short time span to retain a sense of immediacy, as well as allow the instantaneous joy that the guitarist and his cohorts felt for one another's musical contributions to seep deeply into the recorded grooves.

"When jazz was popular music,



the enjoyment and fun that you heard in the music was what made it popular," the guitarist says. "Jazz needs more doing, less thinking. Without the joy, the technical aspects are not enough to connect with people."

As would be expected, considering the pedigree of the musicians who perform on *Soul Manifesto*, the music contained within is fun, danceable, and filled with joyous improvisations and rich harmonic interplay. It is almost a given that **Muhammed, Parker**, and **Smith** would contribute vibrant, soul-jazz lines to the music; Jones admits that the inclusion of **Blythe**, generally known for his avant-garde leanings, is the most unexpected aspect of the project. "Arthur comes from the same places, has the same musical roots, as the rest of the group," Jones says. "The point is that he is a soulful player, one whose life experiences can be heard in his playing."

At 44, Jones is cognizant of the fact that, demographically, he sits between the music's ageless masters and young Turks. "Jazz," he says, is "a young man's music best played by older men. It is best played by musicians who have the energy of youth, but who have experienced the ups and downs and loves and losses that are part of life. That is what gives the music its richness."

JAZZ EXTRA: In Montreal, a live duo set by bassist **Charles Haden** and guitarist/pianist **Egberto Gismonti** recorded at the Montreal Jazz Festival in 1989, seen the light of day Aug. 21 on ECM. The concert was the sixth in a series of eight Haden performances featured at the festival that year (with most issued on disc by Verve).

SONGWRITERS & PUBLISHERS

Words & Music

ASCAP SHOWCASES TALLEY: Longtime ASCAP exec Jim Steinblat has taken it upon himself to bring back established singer/songwriters who have been sinfully absent from the



ASCAP's Jim Steinblat, left, hosted a rare New York performance by singer/songwriter James Talley, right, at Makor. It was attended by Nora Guthrie, middle, daughter of the legendary Woody Guthrie. Talley was heavily influenced by Guthrie and has recorded an album of his songs.

New York City concert scene—or woefully under-represented.

In January, Steinblat launched ASCAP Presents . . . Up Close, a monthly performance series centering on folk and roots artists at Upper West Side club Makor. So far, he's hosted Willie Nile (in a rare solo acoustic performance), Eric Andersen, Jim Kweskin (in his first New York City showing in 15 years), and former Jim Kweskin Jug Band member Geoff Muldaur, as well as Bob Newirth, Cindy Bullens, Duane Jarvis, and, last week, Sid Selvidge and James Talley.

"I'd talked with a lot of older ASCAP members and other singer/songwriters who said they [couldn't] get gigs in New York, and I thought about how many deserving people have had trouble getting gigs here," Steinblat says. "I then walked over to Makor, which is a couple blocks from ASCAP, and suggested an occasional series, to give them a chance to be heard again."

Kweskin's appearance was particularly useful, Steinblat notes, in that it garnered a *New York Times* review and introduced new band members to Kweskin's loyal long-time following.

"The series was conceived with a roots music focus—and as a service to the singer/songwriter community," Steinblat adds. "Not that we won't put on young people: For Kweskin, Geoff Muldaur's youngest daughter, Clare Muldaur—who is a young ASCAP member and promising singer/songwriter—opened. But

the primary objective is to showcase the older voices."

Steinblat especially liked the Talley/Selvidge pairing. "They're two laid-back, acoustic artists—both big successes artistically." Of Memphis artist/producer Selvidge, he adds, "A fine woman who wasn't in the music industry came up to me and said, 'Why isn't he famous? He should have been a star a long time ago.' That's the kind of reaction I'm looking for."

Talley, too, should have been a star a long time ago. His 1975 Capitol debut album, *Got No Bread, No Milk, No Money, But We Sure Got a Lot of Love*, drew comparisons to Bob Dylan, Jimmie Rodgers, Kris Kristofferson, and Woody Guthrie—the subject of his self-released 1999 Cimarron Records tribute, *Woody Guthrie and Songs of My Oklahoma Home*.

"Woody Guthrie obviously had a big impact on my musical life," says Talley, who spent the afternoon the day after the Makor show touring the Guthrie archives with the legend's daughter, Nora Guthrie. "He and Hank Williams are in the same category: A couple of unbelievable writers at the same time, with a different perspective but a lot in common. Unfortunately, the music business has gone far away from the sense of genuineness in their music."

Talley's early acclaim, unfortunately, did not convert to commercial success, and he's been quietly supporting his family as a real estate agent in Nashville. But he has continued to write and record (his acclaimed latest album, *Nashville City Blues*, came out on Cimarron last year), and he is looking forward to a tour of the Northwest in October. He has also promised Steinblat that he will perform at the North American Folk Alliance conference next February in Jacksonville, Fla. Hardhat Music writer Talley, incidentally, is a BMI member. "We're not restricting ASCAP Presents . . . to ASCAP members," Steinblat says, adding shyly, "Of course, if somebody wants to switch over, we won't stop them." He's now "rummaging around in the past" and has confirmed singer/songwriter Tim Moore for the November Makor production. Moore, who released several albums for Asylum in the '70s, wrote such hits as the Bay City Rollers' "Rock And Roll Love Letter" and Art Garfunkel's "Second Avenue." Steinblat says, "We're taking a pop direction next time."



SCA Presents Songwriter Shows. The Songwriters Guild of America (SCA) recently presented several songwriter shows at Nashville's 3rd & Lindsey club as part of the 2001 national ASCA Week, which also included activities in New York City and Los Angeles. Vince Gill headlined one songwriter show. Pictured in the left photo, from left, are songwriters Bob DiPiero and Chuck Cannon, SCA's Judie Bell, and songwriters Gill, Rick Carnes, and Janis Carnes. Pictured in the right photo, from left, are songwriters Buster B. Jones, Thom Bresch, William Lee Ellis, Lisa Carver, and Paul Craft; SCA's Southern regional director Rundi Ream; and songwriter/SCA Southern VP Casey Kelly.



Universal Blinks. Universal Music Publishing Group (UMPG) has signed MCA recording group Blink-182 to an exclusive worldwide publishing deal. The band's latest album, *Take Off Your Pants and Jacket*, debuted at No. 1 on the Billboard 200 in the June 30 issue. Pictured at the Los Angeles signing in the back row, from left, are band manager Rick DeVoe, UMPG senior VP/COO Michael Sammis, Blink-182's guitarist/vocalist Tom DeLonge and drummer Travis Barker, and UMPG worldwide president David Renzer. Pictured kneeling, from left, are business affairs Robert Allen, Blink-182's bassist/vocalist Mark Hoppus, and UMPG executive VP of creative affairs (U.S.) Tom Sturges.



Begin With BMI's Parker Prize. Big-band leader/composer Jamie Beagan has won the second annual BMI Foundation/Charlie Parker Jazz Composition Prize for his piece, "Fuzzy Math." The \$3,000 award, given to the writer of the best new work composed in the BMI Jazz Composers Workshop, was presented during the Workshop's annual showcase concert at Merkin Hall in New York. Pictured, from left, are BMI Jazz Composers Workshop co-musical director Jim McNeely, Beagan, workshop director Burt Korall, and BMI VP of writer/publisher relations Charlie Feldman.



BMG Songs Wisely Signs Wiseman. BMG Songs has signed a co-publishing agreement with country songwriter Craig Wiseman, whose hits include Lonestar's "Tell Her" and Tim McGraw's "Where the Green Grass Grows." Wiseman's future works will now be co-published by BMG Songs and Wiseman's Mrs. Lumpkin's Poodle/ASCAP, his back catalog with Daddy Rabbit Music/ASCAP has been purchased by BMG. Pictured outside BMG Songs' Nashville offices, from left, are BMG Songs president Scott Francis, BMG Songs VP of country music Karen Conrad, Wiseman and his dog, Pester (aka Mrs. Lumpkin's Poodle), and BMG Songs senior creative director of country music Chris Ogleby.



Satcher's Silver Platter. Sony/ATV Music Publishing Nashville recently presented a long-term, exclusive songwriting contract on a silver platter to songwriter Warner Bros. recording artist Leslie Satcher. Pictured at the signing, from left, are Sony/ATV Music Publishing Nashville's Terry Wakefield, Satcher, and Sony/ATV Music Publishing Nashville's Donna Hill and Don Cook.

New York's Sound On Sound Adds Sony Oxford, Second SSL 9000 J

BY CHRISTOPHER WALSH

NEW YORK—Sound on Sound Recording has made two major hardware acquisitions. After installing a Solid State Logic (SSL) 9000 J Series console in Studio B, an overdub/mix room, owner David Amlen opted to add a second 9000, one in Studio A, in June. Most recently, he chose to install a Sony Oxford digital console in Studio C, replacing that room's previous digital board, a Neve Capricorn.

The second 9000, a 72-input console, comes from London's Townhouse and replaces a Neve VR in the facility's main tracking studio. Despite the popularity of the VR among a segment—albeit a small one, Amlen says—of mix engineers, a second SSL J Series makes business sense, given the strong preference for the 9000 throughout the industry and around the world.

"The unfortunate thing we've found is there are few engineers in the city who like to mix on VRs," Amlen says. "In all those cases, their clients want to mix on a J. We're trying to stay around for the long haul, and there are things we've had to do as a result."

Several New York City studios still feature VRs, including Chung King,

the Hit Factory, Manhattan Center Studios, Sony Music Studios, Soundtrack, and Right Track Recording.

ONE 9000 IS NOT ENOUGH

Despite the proliferation of the 9000, many studios are finding that one is not enough. A number of studios that had originally installed SSLs



Sound on Sound Recording has installed a second SSL 9000 J Series console, pictured here in Studio A, and a second Sony Oxford digital console in Studio C.

Axiom-MT digital console have since exchanged it for a 9000, most recently Quad Recording in New York City.

"Mostly, everyone needs two," says Rick Pushner notes, "because of the

overflow work. You need to have another room that can handle it. People have gone on to three or four."

Sound on Sound's latest installation, the Sony Oxford, is housed in Studio C, a 5.1 mixing suite. At the upcoming Audio Engineering Society Convention, Sept. 21-24 in New York City, Sony will demonstrate Version 3.0 software for the Oxford.

"That is focused substantially on surround," Sony's Courtney Spencer explains. "In the current version of the software, we had a full surround implementation, but you were using multi-track buses, essentially reassigning in mix mode, to be used as the surround buses. With Version 3.0, we now establish a completely different set of surround program buses, so the multitracks remain available and apart from the surround buses."

Sound on Sound has also opted for a 24-bit, Pro Tools 5.1 suite with Digidesign ProControl for editing, pre-production, and recording environment.

"The two main rooms have been doing very, very well," Amlen says. "We're looking forward to the Oxford doing very well also."



by Christopher Walsh

A PRO TOOLS MILESTONE: As the first No. 1 song recorded and mixed completely within the Pro Tools environment, Ricky Martin's "Livin' la Vida Loca" was a landmark recording for the computer-based system.

Nashville engineer Ed Seay says Pro Tools has reached another marker with Blake Shelton's "Austin" standing at No. 1 on Hot Country Singles &



Tracks. Seay mixed "Austin" from Pro Tools using Digidesign's ProControl user interface, bypassing a traditional console—the first country recording, he states, to be created this way.

When the Warner Music Group (WMC) acquired the 50% of Giant Records that it did not previously own, the label's Nashville and Los Angeles offices were closed. Prior to closing, however, president Doug Johnson had installed a Pro Tools rig in the label's Music Row offices, with which he and Seay were mixing projects.

Despite Giant's closing, Seay and Johnson have continued to work at the space, dubbed Cool Tools Audio. "Pro Tools has been used as a tapeless recorder in the past," Seay says, "where they take the outputs directly into a 'normal' console and use it like a tape machine, but never in this way, where Pro Tools replaces the tape machine, the console, and the outboard."

Cool Tools Audio features a control room designed by Michael Cronin. "Doug and I have actually worked on several projects there," Seay says. "I've mixed a lot of records there, but a lot of them were for Giant, which didn't get a lot of stuff on the air in country."

"Austin" was, in fact, tracked to digital 48-track tape, Seay explains, but then transferred into Pro Tools. Overdubs were added before mixing, with ProControl, to a Sony PCM 9000 MD recorder at 48 kilohertz/24-bit. But significantly, Seay says, while "Livin' la Vida Loca" and "Austin" vocals, was largely sampled sounds, "Austin" consists of traditional country instrumentation: acoustic guitar, bass, drums, piano, electric guitar,

and lead and background vocals. Can the full timbre of acoustic, stringed instruments and the harmonic overtones produced by a tube amplifier be faithfully captured on a hard-disk-based format? Yes, if the popularity of Pro Tools and stand-alone hard-disk recorders in Nashville, such as RADAR, is an indication.

But like RADAR, the sonic attributes of Pro Tools 24 is only part of the attraction. After recording and mixing for more than two decades on analog equipment and magnetic tape, Seay is equally enthusiastic about the convenience of Pro Tools.

"Like everybody else, I've been doing it the other way for years," he says. "It's really fun to do something a different way and make a different kind of record, now that it's 24-bit and the processing power is where it needs to be."

"It used to be that to edit your track, you had to go to another studio that had two tape machines, get two reels of tape, make a copy, and edit," he says. "Here, you can do it in three or four minutes, try your edit, and if it's great, if you don't, no problem. It's such a brilliant way to work."

Beyond the sonic characteristics of Pro Tools and its impact on working procedure, the digital audio workstation is affecting the economics of the studio business as well, as the industry becomes familiar with its capacity.

For many years, Seay did the bulk of his engineering work at the Trident console-equipped Money Pit Studios. "After a while," he recalls, "my clients were saying, 'We want you to mix this, but we want to be able to recall it. Because now, everybody—managers, labels, artists, A&R people—is hip to 'Just remind it and turn the high-hat up' or 'Change that word.' Conventional, that's not easy. You do that from scratch, because it's a Trident, a patch bay, bring in the gear, patch it up, make notes. So I moved a lot of the mixing work to SSL 9000s, which was good for recall, though it wasn't quick recall, and you're renting a room that costs \$2,500 a day."

As analog becomes more a format for archiving and less for tracking, hard-disk claims a greater share of the projects. With every AES Convention, at which Pro Tools and related developers occupy a greater share of the floor, fewer disparaging voices are heard.

"You have to learn how to work it," Seay says. "No, it's not going to sound like 'Livin' la Vida Loca' or 'Austin' like a Trident, and analog tape doesn't sound like digital tape. It's just something different. But obviously, it is not getting in the way of chart success."

SEPTEMBER 1 Billboard Production Credits

BILLBOARD'S NO. 1 SINGLES (AUGUST 25, 2001)

CATEGORY	HOT 100	R&B	COUNTRY	DANCE/CLUB PLAY	DANCE/HOUSE SINGLES
ARTIST Title Producer (label)	FALLIN' Alicia Keys/ A. Keys (J)	FALLIN' Alicia Keys/ A. Keys (J)	AUSTIN Blake Shelton/ B. Shelton (C)	YOU SET ME FREE Ricky Martin/ R. Martin (S)	ALL OR NOTHING Q-Tip/ S. Macc (J)
RECORDING STUDIO(S) (location) (engineer)	KNUCIALAYS (New York) Kerry "Traxel" Brothers	KNUCIALAYS (New York) Kerry "Traxel" Brothers	SONY TREE (Nashville) Ed Seay	BULEAD (Los Angeles) Andrew Wiseman, Frank Lambert	ROCKSTONE OLYMPIC (New York) Chris Lurie, Matt Howe
CONSOLE(S) (label)	Machine 32-0	Machine 32-0	Sony MSP 2050	Pro Tools	New VR, One/Elite/ Pro Tools
RECORDED BY	Tonyann DA-08	Tonyann DA-08	Sony 348	Pro Tools	Radix, Radar II
RECORDING MIDI/DAW	Quincy 048	Quincy 048	Quincy 047	Pro Tools	Radix, Radar II
MIX DOWN STUDIO(S) (location) (engineer)	ELECTRIC LADY (New York) Russell Elevante	ELECTRIC LADY (New York) Russell Elevante	COOL TOOLS AUDIO (Nashville) Ed Seay	BULEAD (Los Angeles) Andrew Wiseman, Frank Lambert	ROCKSTONE OLYMPIC (New York) Matt Howe
CONSOLE(S) (label)	SSL 9000 J	SSL 9000 J	Digidesign ProControl	Pro Tools	One/Elite
RECORDED BY	Studer A820	Studer A820	Pro Tools	Pro Tools	Radix
MIX DOWN MIDI/DAW	DAEF 500	DAEF 500	Sony PCM 9000	Pro Tools	Radix
MASTERING (location) (engineer)	HIT FACTORY (New York) Mark Powers, Jr.	HIT FACTORY (New York) Mark Powers, Jr.	DEBROTOWN (Nashville) Debra Parrell	EUROPADISE (New York) Don Cossentino	STERLING SOUND (New York) New York
CASSETTE MANUFACTURER	BMG	BMG	WIA	IND	BMG

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T H E B I L L B O A R D S P O T L I G H T



And The Nominees Are...

Billboard Stages Its First R&B/Hip-Hop Music Awards Presentation

Billboard, BET, Heineken Join For Second Annual R&B/Hip-Hop Confab

BY GAIL MITCHELL

LOS ANGELES—The second annual Billboard/BET R&B/Hip-Hop Conference gets under way once again at the New York Hilton, Aug. 28-30. But, this year, something new has been added. In addition to Billboard hosting its first-ever R&B/Hip-Hop awards show, American Urban Radio Networks will be on hand to cover the awards festivities for a two-hour syndicated program. In addition to behind-the-scenes commentary, the program will present artist interviews and highlights from the actual ceremony.

The AURN special is slated for broadcast via the nationally syndicated USA Music Magazine and Super Jam Survey radio programs on Sept. 14-15. Among the major outlets on board are New York's WWRL, Los Angeles' KJLH, Chicago's WVAZ, Philadelphia's WDAS, Dallas' KRNH, Detroit's WGRN, Houston's KMOJ, Cleveland's WZAK, New Orleans' WYLD, Washington, D.C.'s WHUR, Kansas City, MO's KPRS and Pittsburgh's WAMO.

AWARDS-SHOW ATTRACTIONS

Presented in association with Heineken, the awards ceremony will

feature performances by Warner Bros.' artist Jaheim, Background/Verign's Tank, Loud/Columbia's The Licks, Goodie/Bark/JCOR's Mystic, and Epic art Ruff Endz. The roster of presenters includes Tank, Mystic, Professor Griff and Jaheim, as well as recently signed T.V.T. artist Naughty By Nature, Koch Records' RZA, Salt-N-

ries are Rockwilder (Janet Jackson), Kawan "KP" Prather (Usher), Dru Hill's Norko (DMX) and Nottz (Busta Rhymes).

SONGS AND SURVIVING

The five remaining panels will address an array of subjects, ranging from retail to publishing:

"I think I have something to say. I'm looking forward to seeing the other panelists and seeing what they have to say. I'm one of those artists that have had longevity. A lot of times, you only find that with jazz artists or country artists. The short-life of some people is two or three years. I've been here since '86, and I was a DJ in high school. I also can speak to the now, because I have an album coming out Sept. 11. I hope to present in my own unique way."

—Professor Griff

Pepa's Cheryl "Salt" James and Dee Dee "DJ Spiderella LaToya" Roper, the legendary Bootsy Collins, J Records artists Jimmy Cooper and Product G&B, RCA artist Dante, TVT group Lil' Jon & The East Side Boyz, and Elektra/Roc-A-Fella artist Rell. Honoring the genres' best songs, performers and producers, awards will be handed out in 17 categories (see accompanying sidebar).

The awards show will cap off three days of showcases and panels. One of the panel highlights of this year's conference is the Thursday afternoon session "The Black Music Industry: Then & Now," where old- and new-school artists share their viewpoints on the current state of the industry. The panel boasts such participants as Bootsy Collins, Public Enemy's Professor Griff and newcomers Mystic and Rell.

Another conference highlight promises to be Wednesday's "Producers' Panel." During this session, the next generation of up-and-coming producers will talk about this very competitive aspect of the music business. Slated to share their sto-



• "Behind the Song": Publishing and label A&R executives will present a no-holds-barred discussion of what happens behind the scenes in terms of licensing, demos, international publishing rights and other issues. Moderating this panel is Kris Fite, president of Classic Music Publishing, joining her will be ASCAP VP of creative affairs, film & TV, special projects, membership group Jeanie Weems; Universal VP of creative urban affairs, East Coast, LaTonda Stout; songwriter Shamora Crawford of Ground Breaking Music; (SON/ATV Music Publishing) and Winkler Law Firm principal Maury Winkler, whose clients include Mos Def, Nelly and the St. Lunatics, Cedric The Entertainer and Easy Mo Bee.

Continued on page B-12

This year's Billboard/BET R&B/Hip-Hop Conference culminates with the magazine's inaugural R&B/Hip-Hop music awards show. The Aug. 30 event, presented in association with Heineken, will be staged at the New York Hilton. Awards will be given out in 17 categories, with the nominees as follows.

BEST R&B/HIP-HOP ALBUM

TP-2.com, R. Kelly (Jive/Zomba)
Adjustwaseeing (I Just Want To Sing), Musiq Soulchild (Def Soul/IDJMG)
Lovers Rock, Sade (Epic)
Hotshot, Shaggy (MCA)

BEST R&B/HIP-HOP SINGLE

"Missing You," Case (Def Soul/IDJMG)

"Put It On Me," Ja Rule Featuring Lil' Mo & Vita (Murder Inc./Def Jam/IDJMG)

"Promised," Jagged Edge (So So Def/Columbia)

"Stutter," Joe Featuring Mystikal (Jive)

BEST R&B/HIP-HOP ARTIST

Jay-Z (Roc-A-Fella/Def Jam/IDJMG)

R. Kelly (Jive)

Musiq Soulchild (Def Soul/IDJMG)

OutKast (LaFace/Arista)

BEST R&B/HIP-HOP ARTIST, MALE

Ja Rule (Murder Inc./Def Jam/IDJMG)

Jay-Z (LaFace/Arista)

R. Kelly (Jive)

Musiq Soulchild (Def Soul/IDJMG)

BEST R&B/HIP-HOP ARTIST, FEMALE

Erykah Badu (Motown)

Sade (Epic)

Jill Scott (Hidden Beach/Epic)

Tamia (Elektra/EEG)

BEST R&B/HIP-HOP ARTIST, DUO OR GROUP

112 (Bad Boy/Arista)

Destiny's Child (Columbia)

Jagged Edge (So So Def/Columbia)

OutKast (LaFace/Arista)

BEST NEW R&B/HIP-HOP ARTIST

Jaheim (Divine Mill/Warner Bros.)

Lil' Bow Wow (So So Def/Columbia)

Musiq Soulchild (Def Soul/IDJMG)

Tank (Background)

BEST R&B/HIP-HOP SINGLES ARTIST

Jagged Edge (So So Def/Columbia)

R. Kelly (Jive)

Musiq Soulchild (Def Soul/IDJMG)
OutKast (LaFace/Arista)

BEST R&B/HIP-HOP ALBUMS

Artist

R. Kelly (Jive)

Musiq Soulchild (Def Soul/IDJMG)

Sade (Epic)

Shaggy (MCA)

BEST RAP ALBUM

Rule 3:36, Ja Rule (Murder Inc./Def Jam/IDJMG)

Stankonia, OutKast (LaFace/Arista)

Hotshot, Shaggy (MCA)

The Last Meal, Snoop Dogg (No Limit/Priority)

BEST R&B/HIP-HOP SINGLE, SALES

"Missing You," Case (Def Rymes)

"Could It Be," Jaheim (Divine Mill/Warner Bros.)

"All For You," Janet (Jive)

"Stutter," Joe (Jive)

BEST R&B/HIP-HOP SINGLE, AIRPLAY

"Put It On Me," Ja Rule Featuring Lil' Mo & Vita (Murder Inc./Def Jam/IDJMG)

"Promised," Jagged Edge (So So Def/Columbia)

"Stutter," Joe Featuring Mystikal (Jive)

"Love," Musiq Soulchild (Def Soul/IDJMG)

"Danger (Been So Long)," Mystikal (Jive)

BEST RAP SINGLE, SALES

"What Would You Do?," City High (Booga Basement/Interscope)

"Bow Wow (That's My Name)," Lil' Bow Wow (So So Def/Columbia)

"My Baby," R. Kelly (Jive)

"Ms. Jackson," OutKast (LaFace/Arista)

BEST SONGWRITER

Mike City

Chad Hugo

R. Kelly

Pharell Williams

BEST PRODUCER

Mike City

Jemelle Duori

The Neptunes

Timbaland

BEST MAJOR LABEL

Arista

Columbia Records Group

Island Def Jam Music Group

Jive

BEST INDEPENDENT LABEL

Koch

Loud

Tommy Boy

TVT



"Music has always been my first love and, even more than that, my saving grace. So I gotta tell you, it feels good to be recognized for doing something I love. Billboard was the first to write about me, and now they're the first to give me an award. Looking forward to sharing my Ghetto Love with everyone on the 30th."

—Jaheim

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Profit By Association:

Mainstream Marketers Step Up Their Courtship Of Black Pop

Not only are urban artists selling music by the truckloads, they're also helping major corporations market and sell their products. Everyone, from Sprite and Foot Action to Radio Shack and American Express, is tapping the shoulders of black artists, wooing them with endorsement and licensing deals, tour sponsorships and more.

BY RHONDA BARAKA

As the appeal of urban music extends beyond its usual boundaries and makes its foray into mainstream culture, opportunities for black artists to reach new audiences—and make more money—abound.

Not only are urban artists selling music by the truckload, they're also helping major corporations market and sell their products as well. Everyone, from Sprite and Foot Action to Radio Shack and American Express is tapping the shoulders of black artists, wooing them with endorsement and licensing deals, tour sponsorships and various opportunities that will align their brands with the industry's biggest and brightest stars. "Music has sold products forever," says James Cruz, VP of marketing and promotion for Violator Records and Management. "Music can sell anything because music speaks to the consumers' emotions." Cruz, a former marketing manager for Reebok, has assisted the artists on the Violator roster—among them Busta Rhymes, Miss Elliott and, most recently, Maxwell—in securing lucrative sponsorship and endorsement deals with companies like Mountain Dew, Pepsi and Ford Motors, respectively.

"We like creating a newfound audience for them," he says, "while at the same time synergizing their images for the right corporate sponsors."

BUSINESS PARTNERSHIPS

RCA Records' three-and-a-half-year-old strategic business development division was formed to build partnerships between the label's artists and corporate America. Kenetta Bailey, senior director of the division, formerly worked in the marketing departments of Pepsi and Kraft Foods. Her four-person department,

helmed by former Fox Video executive Joe Dimura, works a roster of about 200 pop, rock and urban acts, but no more than 20 at any given time.

Says Bailey, "We seek to establish integrated marketing and promotions programs that build awareness of our artists and ultimately help sell records, because the reality of the situation is we are paid on record sales."



Violator's Cruz

Bailey says the campaigns that RCA has done (including those for Keaton Edmonds, Tyrese and Coko) have benefited the corporations and the artists. "If you've got a record out in the marketplace or you're setting up to release a record very shortly after these campaigns begin running, that's a lot of exposure that the record label would not be able to afford," she explains. "These blue-chip companies can afford a half-a-million-dollar ad campaign."

Bailey says deals run the gamut, noting, "It can be music used in a promotional spot or a brand spot. It can be an artist appearance or a music video used in a television cam-

paign. It can be an artist in a print campaign or an artist wearing a product. It can include sponsorship of tours, and it can include promotions in record stores, which gives corporate brands distribution in a place where they would never have distribution normally."

COKE GOES WITH MUSIC

Philip Polk, manager of national consumer promotions for Coca Cola, says his company relies heavily on the use of music to reach its audi-



RCA's Bailey

ence. "We know intuitively that one of the strongest touch points with any consumer—particularly young African Americans—is entertainment," he says. "That's one of the most relevant ways to integrate Coca Cola into the lives of folks on an everyday basis." Polk says Coca Cola, which has been a title sponsor of the Essence Music Festival for four years, always seeks new ways to be into the music industry, but the company often chooses to build campaigns around music genres instead of specific artists.

"We know that people involved in urban music set trends more readily than those in other genres," he explains, "so it does create a really good vehicle for us to get a product message out. But, when it comes to individual artists and celebrities, it becomes a little trickier, because you've got to make sure you get somebody that is going to tie in directly to what your brand product is. What we've done more frequently is latch on to a genre of music—be it R&B or neoclassic soul—and relate Coke to that experience." Polk says the Coca Cola brand that has most often used urban and hip-hop artists is Sprite, which, in addition to sponsoring the Soul Train Music Awards, has worked with Heavy D, KRS-One, Kid 'N Play, Eve, Goodie Mob, Common and Missy Elliott.

When it comes to matching artists and brands, marketers and artists agree: The partnership must be credible, and the artist should feel comfortable with the product.

NO SMOKE FOR TYRESE

R&B singer/actor/model Tyrese, who first came to the attention of the music industry as a Coca Cola commercial, says he likes to be aligned with already-successful companies and shies away from endorsing tobacco products as well as those of a sexual nature. "I try to represent class and do things in a classy way," he says, "so, when my demeanor is consistent, it attracts people who would like for you to represent their companies." Tyrese says he realizes that the artist's endorsement can have "a lot of things aren't really set in stone in people's heads until



Coca Cola's Polk

you get someone famous to actually say the same words you've been saying all year. If we match the direction that they're going in, we're able to help each other."

Having done campaigns for Guess and American Express, Tyrese says he wants to be "the Michael Jordan of music." "I want to be the most-sponsored guy in singing history because, like never before, blacks are influencing America and influencing the world, and I just want to be able to deal with these major corporations and bring a little texture to the brand. I want to go to different companies that people wouldn't necessarily associate us with."

Despite his broad acceptance as a model and spokesman, Tyrese says his success has not translated into record sales the way he had hoped. "Music is my first love," he says. "I only do things outside of music to bring more awareness to my music. I didn't start modeling saying, 'I want to be huge as a model. Yet, all of the things I've done outside of music have upstaged my musical career, and I've been really sad about that lately.'"

IMAGE CONFLICTS

Just as a strong campaign can potentially overshadow a singer's career, a bad choice by an artist can hurt his or her chances for future endorsements. Jonnetta Patton, who manages her son Usher, says they've turned down lucrative deals because they thought Usher's affiliation with the products might conflict with his image. "We're very cautious about whom we endorse because of his image and where he is going," Patton claims. "Usher is a trendsetter. Just like we're looking for certain things, there are certain corporations that are looking for that clean-cut artist."

R&B singer Eric Benet, who has recently done campaigns for Jeep and Radio Shack, agrees that artists must make careful choices. "I think there are some unpopular products out there, and artists are basically walking on thin ice, anyway, no matter how successful you are," says Benet. "We're not like athletes: If you're having a great season and you're an MVP or close to it, you can be associated with whatever you want, so not so dependent on the public's perception of you for your livelihood and your well-being. You're dependent upon your talent, and that's a real comfortable place to be in. But, as an artist, the messages are so fickle, and what's in and what's not in changes so frequently that you're always one whack song away from oblivion."

NO COMPROMISE

Benet says he doesn't base his endorsement decisions on money. "My deciding factor is what makes sense to me and my lifestyle," he says. "I wouldn't feel right endorsing something that I wouldn't use." And Benet doesn't view the use of his celebrity by corporations as an artistic or ethical compromise. "To me, it feels like just telling some friends about a product that worked out for me. I think it could be very well be a situation where you could just be a whore and start having bad public perception. I don't feel like I'm selling out or that I've oversteered my visibility or compromised my ethics or morals."

On the corporate side, RCA's Bailey says the task is to identify the artist who best fits the brand and its target audience. "Some brands are more youthful and less adverse to taking a risk," she explains. "Pepsi is a good example of that, and we look for artists that embody that character. If you have a kid-focused product [like Kraft], you're really not going to go after hip-hop artists and rock

Continued on page B-12

Hail The Teenocracy!

Young Urban Teen Acts Busting Out Big-time

First it was Britney and the Backstreets. Now, scores of black kid-pop acts are aiming high and hitting their marks. Why now, and how did it happen?

BY MARCI KENON

Fourteen-year-old vocalist Sammie (Bush) cracked the door with the release of his FreeWorld/Capitol debut album *From the Bottom To the Top*, which has sold more than 700,000 units according to SoundScan. The similarly teenaged rapper Lil' Bow Wow (aka Shad Moss) busted the door open with his So So Def/Columbia debut album, *Beware of Dog*, selling more than 2 million units since its release. Lil' Romeo (aka Percy Romeo Miller), 11-year-old son of rapper/entrepreneur Master P, continues to feed the insatiable appetites of the pre-teen and teen record buyers with his eponymous Soulja/Philly debut album, released July 3. Lil' Romeo is the youngest rapper to hold the No. 1 spot on the Hot R&B/Hip-Hop Singles & Tracks chart, with the lead single "My Baby," and his album debuted at No. 6 on the Billboard 200.

"The Jackson Five and New Edition made way for the Osmonds and New Kids on the Block, respectively," says David McPherson, executive VP of A&R/urban music at Epic Records, which boasts a teen roster that includes newcomers B2K and 3LW, whose eponymous debut album has SoundScanned better than 1 million units to date. "Almost the reverse has happened now, with the Backstreet Boys, 'N Sync and Britney Spears leading the charge."

LOOKING FOR IDOLS

Mark Cheatham, VP of touring at International Creative Management (ICM), agrees. "There are a lot of young girls between the ages of 10 and 18, maybe even younger, who are looking for young African-American teen idols," Cheatham says. "They haven't been any true heartthrobs who have taken on a national level. The biggest tour I have



Signed at 13: Lil' Johnny

going out that's hitting that demographic is Usher."

Usher begins his next concert schedule in February for a seven-week, 30-date tour and follow-up summer stint. The supporting acts are expected to be young acts that also cater to the teen market. Cheatham is also preparing an October-November run for B2K, a teen quartet, whose Epic debut album, *B2K Is Hot*, drops this fall.

"B2K is going to hit this market in a major way," Cheatham says of the Los Angeles-based group discovered by Chris Stokes, who developed teen trio Immature (now known as IMx).

MILLION-UNIT MARCH

For artists like Usher who attract a young, mostly female demographic, touring and merchandising become lucrative avenues. Lou Pearlman, the boy-band guru who launched the careers of Backstreet Boys and 'N Sync, boasted that these groups—along with LFO and O-Town—have made more than \$2.2 billion in album sales and merchandising (Billboard Feb. 24, 2001). Nonetheless, income for successful urban artists targeting a comparable audience pales to that

of mainstream groups, whose individual tours can gross well over \$100 million.

Lil' Bow Wow's recent 45-show tour grossed an estimated \$4 million in ticket sales and more than \$1 million in merchandising, according to reps at Atlanta Worldwide Touring, a subsidiary of So So Def/Artistic Control, owned by artist/producer Jermaine Dupri. "I've sold 2 million records to a black audience," Dupri says. "Two years ago, people were saying in Billboard that, if you are a black artist, you can only sell a million records to a black audience."

Master P's strategy for Lil' Romeo is to aim for mainstream success out of the gate. "Right now, it's about getting out there in the marketplace and not just being considered an urban entertainer," he stresses. "Romeo has urban music, pop music and Latin-flavored music on his record. There is something for everybody."

Dupri has a stellar reputation for working with young acts like Kris Kross, whose 1992 debut, *Totally*

Krossed Out, has sold close to 4 million units, according to SoundScan. So So Def/Columbia recording artist Da Brat, who has scored two gold and one platinum album, is another example of the young talent Dupri has groomed for stardom.

Jermaine knows what kids want, and he's a great songwriter/producer," says Alison Ball-Gabriel, VP of A&R/urban music division at Warner Bros. Records, who signed Lil' Johnny and tapped Dupri to work on his debut album, *I Got You*, which bowed last month. "He takes these kids under his wing, and he nurtures them into great artists. He really created Lil' Johnny's sound."

SONGWRITING AND SPECIALS

Other young acts expected to draw the pre-teen and teen markets include Cherish, four sisters ranging from 14 to 18-years-old and signed to Atlanta-based Arizony/Warner Bros.



Stellar rep: Jermaine Dupri



Saying ahead: Lil' Bow Wow

Records, owned by songwriter/producer (TLC, Eric Benet) Manuel Seal Jr. "Their father [Charles King] developed them," says Seal, who has also signed teenaged songstress Ty. "They wanted to sing, so he nurtured them and brought them a long way. I taught them how to write and how to compete songs."

Jahia Allah, owner of Las Vegas-based independent label Lost Found Records, is developing a 15-year-old set of twins called Lady. "They come from a rough upbringing,

so they are pretty grown," Allah says of the duo expected to bring the "keeping it real" perspective to the teen market. "We are making the music strong and creating a balanced image. We don't want to just compete with another teen act. We want to be strong enough to knock out Aaliyah and Destiny's Child."

"It's great for African-American teens to have something to lose their minds over," says Stephen Hill, VP of music programming at BET, the network given a lot of credit for the success of Lil' Bow Wow and Lil' Romeo. "It's definitely great for us to have a focus to expand and create additional programming around. We've done a number of shows with Bow Wow. All of them have been extremely high in ratings."

Two BET specials featuring Lil' Bow Wow are in the network's top-10-rated shows for the September 2000-September 2001 season. BET reps expect similarly high ratings for Lil' Romeo's *Access Granted* special, which initially aired July 17.

ACTS COME AND GO

Cynthia Homer, editorial director of the urban teenzine *Right On!*, has seen young acts come and go over the last 30 years and feels compelled to talk with parents about the impact the pressures of the business can have on youngsters. "Sometimes, parents are inadvertently through their children, coercing them into doing things that they are not interested in or they are not developed the self-confidence to compete in professionally," Homer says.

Nonetheless, it seems that those who see the light of day are prepared for the big break and relish the opportunity. "I've always loved singing," says 16-year-old Lil' Johnny (aka Johnny Roy Manuel, Jr.), who recently toured with Lil' Bow Wow. "My dad took me to a local producer, and we recorded my demo. I got signed at 13."

J-Boggs (aka Jarell Houston) of B2K says that singing professionally has been a dream of all the members, who also performed on the Lil' Bow Wow tour. But J-Boggs admits that even early fame has its price.

The hardest part is that people look at you to see if you are changing," says the 16-year-old. "Backstage, there might be a fan and a family member. You have to act like J-Boggs of B2K. Family sometimes doesn't understand. They are like 'Oh, he's really new.'"

Lil' Bow Wow is gearing up for the next level of his career, which he says is "staying ahead of the competition by practicing and working hard."

Lil' Romeo, who performs on the Sept. 10 date of Michael Jackson's 30th-anniversary concert at Madison Square Garden, already has his sights on the big time in another arena. "I want to be an NBA basketball player," says the artist, who was recently tapped to do a Nikehoodies series. "But right now, it's raining. I want to focus on my music."



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JAHEIM	DIVINE MILL/WARNER BROS.
LIL BOW WOW	SO SO DEF/COLUMBIA
MUSIQ SOULCHILD	DEF SOUL/IDJMG
TANK	BLACKGROUND

TOP R&B/ HIP-HOP SINGLE • SALES

MISSING YOU	CASE	DEF SOUL/IDJMG
COULD IT BE	JAHEIM	DIVINE MILL/WARNER BROS.
ALL FOR YOU	JANET	VIRGIN
STUTTER	JOE I/MYSTIKAL	JIVE

R&B HIP-HOP SONGWRITER OF THE YEAR

MIKE CITY
CHAD HUGO
R. KELLY
PHARRELL WILLIAMS

THA LIKS



TOP R&B/HIP-HOP ARTIST • MALE

JA RULE	MURDER INC./DEF JAM/IDJMG
JAY-Z	ROC-A-FELLA/DEF JAM/IDJMG
R. KELLY	JIVE
MUSIQ SOULCHILD	DEF SOUL/IDJMG

R&B HIP-HOP INDEPENDENT LABEL OF THE YEAR

KOCH
LOUD
TOMMY BOY
TVT

TOP R&B/HIP-HOP ARTIST • FEMALE

ERYKAH BADU	MOTOWN
SADE	EPIC
JILL SCOTT	HIDDEN BEACH/EPIC
TAMIA	ELEKTRA/EEG

MYSTIC



TOP R&B/HIP-HOP SINGLES ARTIST

JAGGED EDGE	SO SO DEF/COLUMBIA
R. KELLY	JIVE
MUSIQ SOULCHILD	DEF SOUL/IDJMG
OUTKAST	LAFACE/ARISTA

TOP R&B/ HIP-HOP SINGLE • AIRPLAY

PUT IT ON ME	JA RULE I/ LIL' MO & VITA	MURDER INC./DEF JAM/IDJMG
PROMISE	JAGGED EDGE	SO SO DEF/COLUMBIA
LOVE	MUSIQ SOULCHILD	DEF SOUL/IDJMG
ANGER (BEEN SO LONG)	MYSTIKAL I/ NIVEA	JIVE

TOP RAP SINGLE SALES

WHAT WOULD YOU DO?	CITY HIGH	BOOGA BASEMENT/INTERSCOPE
BOW WOW (THAT'S MY NAME)	LIL BOW WOW	SO SO DEF/COLUMBIA
MY BABY	LIL' ROMEO	SOLJA/NO LIMIT/PRIORITY
MS. JACKSON	OUTKAST	LAFACE/ARISTA

R&B HIP-HOP PRODUCER OF THE YEAR

MIKE CITY
JERMAINE DUPRI
THE NEPTUNES
TIMBALAND

YOUR HOSTS

august 30, 2001
new york city



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ANGIE MARTINEZ

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CRITERIA:

The awards are based on actual performance on Billboard's weekly R&B/Hip-Hop and Rap charts since the start of the current chart year. Based on sales data from SoundScan and radio information compiled by Broadcast Data Systems, the awards represent a true snapshot of the most popular songs, albums, and performers in these categories.

JAHEIM



TOP R&B/HIP-HOP SINGLE

MISSING YOU	CASE	DEF SOUL/IDJMG
PUT IT ON ME	JA RULE I/LIL' MO & VITA	MURDER INC./DEF JAM/IDJMG
PROMISE	JAGGED EDGE	SO SO DEF/COLUMBIA
STUTTER	JOE I/MYSTIKAL	JIVE

TOP RAP ALBUM

RULE 3-36	JA RULE	MURDER INC./DEF JAM/IDJMG
STANKONIA	OUTKAST	LAFACE/ARISTA
HOTSHOT	SHAGGY	MCA
THA LAST MEAL	SNOOP DOGG	NO LIMIT/PRIORITY

TOP R&B/HIP-HOP ALBUMS ARTIST

R. KELLY	JIVE
MUSIQ SOULCHILD	DEF SOUL/IDJMG
SADE	EPIC
SHAGGY	MCA

R&B HIP-HOP MAJOR LABEL OF THE YEAR

ARISTA
COLUMBIA
DEF JAM
JIVE

TOP R&B/HIP-HOP ARTIST DUO OR GROUP

112	BAD BOY/ARISTA
DESTINY'S CHILD	COLUMBIA
JAGGED EDGE	SO SO DEF/COLUMBIA
OUTKAST	LAFACE/ARISTA

RUFF ENDZ



TOP R&B/HIP-HOP ALBUM

TP-2.COM	R. KELLY	JIVE
AJUSWANASEING	MUSIQ SOULCHILD	DEF SOUL/IDJMG
LOVERS ROCK	SADE	EPIC
HOTSHOT	SHAGGY	MCA

TOP R&B/HIP-HOP ARTIST

JAY-Z	ROC-A-FELLA/DEF JAM/IDJMG
R. KELLY	JIVE
MUSIQ SOULCHILD	DEF SOUL/IDJMG
OUTKAST	LAFACE/ARISTA

BILAL



GLOBAL RAP-UP:

Homegrown Hip-Hop Covers The World

Every country adapts the sounds of hip-hop and R&B to its own culture, as evidenced by these dispatches from Billboard's global team of correspondents.

LONDON—With the late-summer release of the new single and album from British R&B singer Beverlei Brown, the U.K. independent label Dome Records has experienced a bit of déjà vu all over again. "In all hon-

orance even between the U.K. and America's production is getting smaller and smaller. Full Crew come with some wonderful production on this album." One of the Full Crew-produced tracks, "Best Friend," was used to re-introduce Brown earlier this year on the Dome compilation *Soul Power*. Adds Robinson, "She has a lot of experience, a good attitude and an excellent voice. Plus, we have crafted a debut album that is full of good songs in a variety of soul/R&B styles. It isn't one-dimensional." —Kwaku

BEVERLEI BROWN
 NEXT TO YOU

esty, we did first consider signing Beverlei Brown to Dome back in 1996, when her former record label went out of business, but we didn't go ahead at the time because we weren't sure how people would react to our replacing one Beverlei with another," says Peter Robinson, managing director of Dome, referring to former Dome star Beverlei Knight.

Five years later, Brown—who has backed the likes of Fine Young Cannibals, Chaka Khan and Brand New Heavies—makes a confident Dome debut with the single "Somebody Knows How You Feel" and the album *Next to You*. For Dome, which bills itself as the "Home of U.K. R&B," Brown's album showcases a very fine singer with quality songs, such as the super-mid-tempo soulful ballads "In the Summer Time" and "Unhappily Ever After." Colin "Bigger" Bartlett, an East London R&B retailer and radio presenter, has been airing tracks off the Japanese import version of the album since March. "The class and quality shown on Beverlei Brown's album is second to none," he says. "U.K. production has grown immensely in the past few years, and the huge void that was

TOKYO—Universal Music K.K., confident that rap's popularity in Japan is not just a passing fad, last year set up the Def Jam Japan label—the first rap/hip-hop specialty imprint launched by a major Japanese record company. "Rap and hip-hop have become a natural part of the Japanese music scene," points out Kazu Koike, VP of the company's Universal International division, which includes Def Jam Japan. The first Japanese act signed to Def Jam Japan was

Dec. 27. The album has sold 100,000 units, according to DJJ, including about 20,000 units on Reality. In June, NMM lead vocalist Dabo released a brilliant solo album, *Platinum Tongue*. Various Japanese DJ's produce the individual tracks on *Platinum Tongue*, which comprises hardcore cuts such as the title track, more soulful stuff like "Pinky-Dakara, Sono Te wo Hanashite" (featuring Japanese R&B singer Yfyer) and deep chill-out material such as the superlative closing track, "Zero (Mukasee Mukasee Mix)." According to Def Jam Japan, *Platinum Tongue* sold some 50,000 copies in the first two weeks after its release. That's further proof that rap and hip-hop are now an integral part of the Japanese music scene. Def Jam Japan is now looking at the possibility of marketing its domestic acts internationally. —Steve McClure

MUNICH—The eponymously titled debut solo album by 23-year-old rapper Samy Deluxe (EMI) entered the German charts earlier this year at No. 2 and settled in for a long stay. What appears to be an overnight success is based on six years of hard work at building a fan base here. Starting out at age 16, Sam Semilia, a.k.a. Samy Deluxe, made a name for himself at MC battles and jams in the underground scene and rapidly gained popularity due to his rap skills and self-penned, socially critical, German-language lyrics. By touring for three years, he built up a fan following due to his credibility, which earned him respect within the German hip-hop community. Prior to his EMI deal, Samy Deluxe was signed to Einsturz Entertainment in his hometown of Hamburg, which released his previous vinyl productions.

1998, 500 copies of a white-label 12-inch titled "Pures Gift" (Pure Poison) sold out in one weekend. In 2000, his group Dynamite Deluxe released the album *Deluxe Sound-system* on EMI, which also hit the

charts. All this laid the groundwork for his solo debut. "He is Germany's undisputed best MC and, due to his personality, is one of the few rappers with a lot of charisma," says Tanja Teufel, product manager at EMI in Cologne. "He does his thing, speaks his mind and is therefore a role model who has the admiration of the fans." The son of a German mother and a Somali father, Samy Deluxe joined recently with other rappers of German-African descent such as Xavier Naidoo under the billing of Brothers Keepers on the single "Adriano (Last Warning)." The song takes a stand against racism and has become a top-5 hit. Proceeds from the release are funneled to victims of right-wing violence. This summer, Samy Deluxe performed 14 shows at such notable open-air festivals as Rock am Ring at the Nuremberg race track and Rock im Park in Nuremberg, along with such luminaries as Bon Jovi. After other high-profile appearances, he is set for a headlining tour of 2,000-plus capacity venues this October. —Ellie Weisner

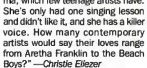
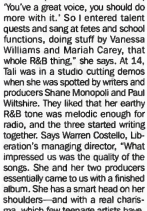
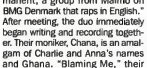
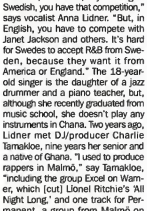
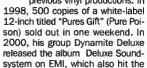
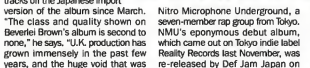
STOCKHOLM—The term "Swedish R&B" seems rather contradictory by nature, but the newly signed Polar Music/Universal duo Chana is fighting what they see as extraordinary

debut single, was released in late May and became a hit on national radio, going top-30 on the sales chart. Their debut album, *Here to Stay*, was completed prior to their deal with Polar, on the heels of signing with Universal Publishing. Its arrival was set up by the late-summer release of their second hook-laden single, "Stupid." It is chock-full of the syncopated beats of "Blaming Me," but without the rapid-fire vocals laid down on the first track, a move that Lidner sees as a plus in Sweden. Referring to their live appearances, Tarnakiole says, "Stupid" is probably the [song] the crowds like the best. It's really a good song, and that's why we're releasing it as a second single." —Jeffrey DeHart

MELBOURNE—As Australian record labels try to predict the next musical trend Down Under, 17-year-old Queensland-born Tali, a solo R&B singer, has put up her hand. Signed to Michael Gudinski's Liberation Records, she's seen her debut single, "Whatever," develop into a chart hit since its release in June. Her multi-colored dreads and sassy way of dressing have also attracted attention from fashion-magazine editors. The youngest of three siblings, Tali (pronounced Tar-lee) was enrolled in

adds to break out worldwide. "It's hard coming out as an R&B act in Sweden, because, if you sign in Swedish, you have that competition," says vocalist Anna Lidner. "But, in English, you have to compete with Janet Jackson and others. It's hard for Swedes to accept R&B from Sweden, because they want it from America or England." The 18-year-old singer is the daughter of a jazz drummer and a piano teacher, but, although she recently graduated from music school, she doesn't play any instruments in Chana. Two years ago, Lidner met DJ/producer Charlie Tarnakiole, nine years her senior and a native of Ghana. "I used to produce rappers in Malmö," says Tarnakiole, "including the group Excel on Warner, which [cut] Lionel Ritchie's 'All Night Long,' and one track for Permant, a group from Malmö on BMG Denmark that raps in English." After meeting, the duo immediately began writing and recording together. Their moniker, Chana, is an amalgam of Charlie and Anna's names and Ghana. "Blaming Me," their

a drama course at the local entertainment academy at age 8. "I wanted to act, but the teacher said, 'You've a great voice, so let's do more with it.' So I entered talent quests and sang at fetes and school functions, doing stuff by Vanessa Williams and Mariah Carey, that whole R&B thing," she says. At 14, Tali was in a studio cutting demos when she was spotted by writers and producers Shana Monopoli and Paul Witshire. They liked that her earthy R&B tone was melodic enough for radio, and the three started writing together. Says Warren Costello, Liberation's managing director, "What impressed us was the quality of the songs. She and her two producers essentially came to us with a finished album. She has a smart head on her shoulders—and with a real charisma, which few teenage artists have. She's only had one singing lesson and didn't like it, and she has a killer voice. How many contemporary artists would say their loves range from Aretha Franklin to the Beach Boys?" —Christie Eleizer





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CONFERENCE
Continued from page B-2

• "Surviving the Downsizing": Music-industry players who have survived staff layoffs and career shifts as a result of consolidation and the recent economic downturn share their experiences and explain how they've managed to resurface. Billboard's Gail Mitchell will lead the discussion with Rainmaker, LLC president James Andrews, Fortress

Members of this panel include DJ Red Alert and the Wonder Twinz.

• "Retail Rap": Veteran retailer George Daniels of Chicago mainstay George's Music Room takes charge of this session, during which panelists will discuss their take on what the future holds for music retailers. Among the scheduled panelists is Janine Horton, national sales manager/urban at Elektra Records, and Kalyim Odoro, urban-marketing spe-

"I'm excited. I'm performing and presenting and doing a panel. I was really surprised when my manager called me about it, because that's kind of big. I imagine I'll be performing 'This Life' because that's my single. I'm just starting out to the rest of the world, but I've been doing this for 11 years. I have a lot of experiences to share. It should be very cool."

—MySic

Management/Hidden Beach consultant Thonell Jones, TaylorMade Media president Karen Taylor, JS Media Relations' Juanita Stephens, and Ed Strickland, GM of music-distribution company Jadamansi Music Group.

• "The Independent Viewpoint": Alan Grunblatt, president of In the Paint/Koch Records and executive VP of Koch Entertainment, moderates this session, which will focus on the trials, tribulations and successes encountered by independent labels. Among those on hand will be Violator principal Monica Scott, founder of Monami Records, and Vincent Cauril, a partner in new indie label, New Jersey-based 280 East Records.

• "Finding the Right Mix": Billboard's Minnie Patel hosts this panel, which will concentrate on assessing the DJ's role in breaking new music.

MAINSTREAM MARKETERS
Continued from page B-4

artists, because the lyrics in many of those songs are not kid-friendly. You're generally going to go after more parents, not kids."

FOREIGN TRANSLATION

Just as corporations have to find the right fit in an artist, they also have to find common ground with the record labels with whom they partner. And that, says Shen Huguley, owner of Glue, a four-year-old Atlanta-based marketing firm that develops partnerships between corporations and the entertainment industry, can be challenging. "Corporate America speaks Chinese, and the entertainment industry speaks Russian," she says. "The biggest problem is that everything about corporate America and the entertainment industry is different. The only real similarity is the fact that they're

going after the same audience."

Huguley says Glue, whose clients include Aquemien Records and Foot Action, tries to help the parties communicate effectively and "understand the value that the other partner is bringing to the partnership."

Violator's Cruz thinks labels and corporations are finding common ground, each striving to be a little more like the other. "I see the fields of play becoming closer," he opines. "I see corporate executives working a lot closer with corporate music executives. I see the music industry becoming more professional while, at the same time, the corporations are becoming more business-savvy and trendy. Corporate America is plucking a lot of music professionals to come in and be more professional and do more things on their side, and the music industry is identifying those corporate executives who make sense, who can fit into their music divisions." ■

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For continuous updates on the 2001 Billboard/BET R&B/Hip-Hop Conference and Awards Show, please visit www.billboard.com/events/b. ■



SEPTEMBER

6 Shot, The Actual Meaning (Tommy Boy)

Allure, Sunny Days (MCA)
 Babyface, Face 2 Face (NuAmerica/Arista)

Richard Burton, Ballamore (MCA)

Cadillac Tah, untitled (Murder Inc./Def Jam)

Cee-Lo, untitled (Arista)
 Coo Coo Cal, Disturbed (Tommy Boy)

Desperidos, untitled (Koch)
 DMX, The Great Depression (Def Jam)

Dungeen Family, untitled (Arista)

Fabulous, Ghetto Fabulous (Desert Storm/Elektra)

Grand Puba, Project Heat (KELA/In the Paint)

I.G.T., The Alpha and the Omega (Free World/Loud)

Jay-Z, untitled (Roc-A-Fella/Def Jam)

Kells, Wanderland (Virgin)

L.A. Symphony, Call It What You Want (Squint Entertainment)

Latrell, untitled (NuAmerica/Arista)

Gerald Levert, Gerald's World (Elektra)

Likwit Crew, untitled (JCOR)

Lil' D, Meet Me at the Playground (Priority)

Lil' Troy, Back to Ballin' (KELA/In the Paint)

Lina, Stranger on Earth (Atlantic)

Luke Presents Peanut Butter & Jelly Feat. Chip Man, untitled (KELA LUKE Records)

Main Source, Breaking Atoms/Fuck What U Think (Wild Pitch/JCOR) (reissue)

Masta Ace, Disposable Art (JCOR)

Mobb Deep, untitled (Loud)

N*E*R*D, In Search of (Virgin)

Nivea, Nivea (Jive)

Nucci Rey-D, American 21-



That's the Ball Game (MCA)

Professor Griff, And the Word Became Flesh (The Right Stuff/EMI)

Prophet Jones, Prophet Jones (University/Motown)

Reil, The Remedy (Roc-A-Fella/Elektra)

Slum Village, Trinity (Barak/JCOR)

Syne, untitled (Bad Boy/Arista)

T.I., I'm Serious (Arista)

Too Short, Chase the Cat (Jive)

Wiz Dinero, The Cartel's Hitman (MCA)

Keke Wyatt, Soul Sista (MCA)

Black Rob, untitled (Bad Boy/Arista)

Toni Braxton, untitled (LaFace/Arista)

Cadillac Todd, The Great White Pimp (Koch/In the Paint)

Athena Cages, The Art of a Woman (Priority)

C-Murder, C-P-3.com (Priority)

dead prez, untitled (Loud)

Ja Rule, Pain Is Love (Murder Inc./Def Jam)

La Chat, untitled (Hypnotize/In the Paint)

Lil' Keke, untitled (Koch/In the Paint)

Ludacris, Word of Mouth (Def Jam South)

Luke, Luke Christmas (Luke/Koch)

Christina Milian, Christina Milian (Def Soul)

Outlaws Feat. Tupac, untitled (Kela/In the Paint)

Pink, untitled (Arista)

Q-Tip, Kamal the Abstract (Arista)

Ras Kass, Van Gogh (Priority)

Scarface, untitled (Def Jam South)

Spontaneous, First Man on the Moon (Goodvibe/JCOR)

Angie Stone, Mahogany Soul (J)

TLC, Greatest Hits (LaFace/Arista)

Various Artists, Stimulated, Vol. 1 (Loud)

8Ball, Almost Famous (JCOR)

The Dayton Family, untitled (In the Paint/Koch)

Musiq Soulchild, untitled (Def Soul)

Onyx, untitled (Kela)

Phyl Da Agony, The Body of Christ (Goodvibe/JCOR)

Kelly Price, untitled (Def Soul)

Snoop Dogg, Death Row's Greatest Hits (Priority)

Westside, Re-Up (Priority)

Bahamadia, untitled (Goodvibe/JCOR)

Martin Luther, untitled (Goodvibe/JCOR)

Noreaga, God's Favorite (Def Jam)

Redman/Method Man, How High Soundtrack (Def Jam)

—Rashoun Hall

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TOMMY BOY MUSIC



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reissue
Beat

UPCOMING
 BLASTS
 FROM THE PAST

SEPTEMBER

Harry Belafonte, Christmas
 (RCA)

Regina Belle, Super Hits
 (Columbia Legacy)

Commodores, Anthology
 (Motown)

Four Tops, Fourever (Hip-0)
Marvin Gaye, Super Hits
 (Columbia Legacy); **Let's Get It On**
 (Deluxe Edition) (Motown)

Rick James, Street Songs
 (Deluxe Edition) (Motown)
Quincy Jones, Q: The Musical
 Biography of Quincy

Jones (Rhino)

Smoky Robinson, Anthology
 (Motown)

Salt N' Pepa, Greatest Hits
 (Island)

Bill Withers, Super Hits
 (Columbia Legacy)

Various artists, Say It Loud: A History of Black Music
 (Rhino)

OCTOBER

Bobby Brown, Millennium
 (MCA)

Jerry Butler, Gamble and

Huff Sessions (Mercury)
Miles Davis, The Complete In a Silent Way Sessions
 (Columbia Legacy Jazz)
Gaye & Terrell, The Complete Duets (Motown)
Larry Graham & Graham Central Station, The Jam: The Larry Graham and Graham Central Station Anthology
 (Rhino/Warner)

Al Green, Power: The Al Green Collection (A&M)



Miles Davis



Billie Holiday

Billie Holiday, Lady Day: The Complete Billie Holiday on Columbia (1933-1944)
 (Columbia Legacy Jazz); **The Best of Lady Day (Columbia Legacy Jazz)**

The Jets, Best of/20th Century (MCA)

Lou Rawls, Natural Man-Classical Lou (Polydor)

Sounds of Blackness & Ann Nesby, Testify: The Very Best of Sounds of Blackness & Ann Nesby (A&M)

The Temptations, The Best of the Temptations Christmas (Motown)

Various artists, Can You Dig It? The '70s Soul Experience (Rhino)

NOVEMBER

Bob Marley, Exodus (Deluxe Edition) (Island)

Nancy Wilson, The Essence of Nancy Wilson boxed set (The Right Stuff)

-Gene Sculatti



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***EXXORBIT *Dez Dillinger + The 'F' Gang**

***P Funk *So. Central Cartel feat.**

Jayo Felony *UTP Feat. Juvenile

***ABOVE THE LAW 2 Pac's Bro MOPREME SHAKUR**

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Mayfield Music

MMM Music

OUR THANKS TO THE R&B, RAP AND HIP HOP ARTISTS AND
PRODUCERS!!!

The Curtis Mayfield Family and I wanted to express our deepest appreciation to those of you who have recorded or sampled Curtis's songs. A few years ago in an interview Curtis was asked how he felt when he heard his music sampled in so many different ways, Curtis responded, "The creative juices that flow from these new poets brings new life to my music and paint a vivid picture of the inner city."

It is through all of your efforts that Curtis's music will be kept alive for generations to enjoy. That is the dream of the Mayfield family.

Some of the following artists have recorded or sampled Curtis's music. We apologize that space does not allow us to mention all of the artists.

Our thanks go to Sean "Puff Daddy" Combs, R. Kelly, 2Pac, Coolio, Monifah, Rakim, UGK, J.T. Money, Samantha Mumba, Bran Van 3000, Notorious B.I.G., Eminem, Black Eyed Peas, Total, Donnell Jones, Snoop Dogg, TLC, En Vogue, Outkast, Boyz II Men, Erick Sermon, Jay-Z, D'Angelo, Mary J. Blige, and Project Pat.

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ENTERTAINMENT



German Sales Plunge Forces Cuts

Industry Body Blames Increase In CD Piracy For Weak Consumer Spending

BY WOLFGANG SPANR

HAMBURG—The German record market is enduring one of the worst periods in its history.

Only two years ago, sales of 200,000 were needed to attain the No. 1 position on the albums chart. Now, sales of 50,000 are sufficient to reach the top slot. And compilations, once a booming market, with many albums

Additionally, the GfK report revealed that 14.6% of the country's 13.7 million CD-copier users admitted that they no longer bought as many records. Between April 2000 and March 2001, 316 million songs were downloaded from the Internet. Eighty-one percent of users stated that it was either important or very important for them to be able to download music free of charge.

According to Thomas M. Stein, BPW chairman and president of BMG Europe/executive VP worldwide &R,



most companies will be increasingly launching copy-protected CDs to counteract copying. He appealed to the German federal government to "put an end to illicit copying in the interests of musicians and the music sector. Digital copying should be outlawed, as it already long has since the case with software and databases."

Stein's plea is backed by Gerd Gebhardt, president of Warner Music Central/Northern Europe, who calls on politicians to criminalize free file-sharing and CD-copying before the entire creative market collapses.

The German industry's troubles were no more apparent than at the Popkomm trade show Aug. 16-18 in Cologne, where overall, proceedings were subdued. At the show, exhibitors and visitors was down to 838 from 914 last year, and not even the optimism of Vivendi Universal chairman Jean-Marie Messier (see story, page 12) could help raise spirits.

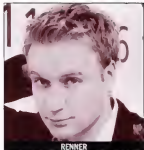
However, the German public's lack of enthusiasm does not seem to extend to all genres. National folk and Schlager music escaped the general downturn, and Koch International, for one, reports that its business actually expanded. Owner Franz Koch says, "Fortunately, the styles of music on which we concentrate have so far not suffered from the overall state of the market."

Needless to say, contracting record sales have triggered intensive discussions on layoffs and new structures at German companies. Universal Music Hamburg will be losing numerous employees when the company moves to Berlin next July.

Tim Zimmermann, CEO of Universal Music Germany, has his own take on this: "Laying off staff when the market goes is an extremely shortsighted strategy, which ultimately

does more harm than good. Restructuring is not merely another word for layoffs. Rather, it must remove areas that are not required, but build up competence in other areas."

Jochen Leuschner, senior VP for Sony Music Germany/Switzerland/Austria, is confident that the current crisis is just another hurdle that the industry will, ultimately, overcome.



"I am optimistic enough to believe that the record market will not only stabilize but start growing again over the next two years," Leuschner says. "We may have lost a set but not the match."

YesAsia Gives EMI Asia Sales Boost

Online Retailer Will Market EMI Product To U.S., Canadian Retailers

BY PETER SERAFIN

TOKYO—YesAsia, a San Francisco-based online retailer of Asian entertainment products, has signed an agreement to market music product from EMI Asia to consumers and retailers in the U.S. and Canada.

YesAsia sells Asian music, games, karaoke, comic books, and gifts directly to consumers through its yesasia.com Web site. It also supplies retail shops. Since its inception in 1998, the company has become a leading distributor of Asian music in the North American market.

"EMI Asia artists like Faye Wong and Elva Hsiao are superstars in Asia," notes David Liu, YesAsia's COO. "We intend to reflect that success among the Asian population in North America."

The two companies plan a series of joint promotional campaigns that will target these Asian customers in North America who are already familiar with the genres. There will also be marketing efforts geared toward non-Asians who are unfamiliar with the music.

Aussie Artists Demand Radio-Quota Legislation

BY CHRISTIE ELIJZER

SYDNEY—A panel of artists at the Fifth National Entertainment Council has called for the Australian government to legislate the content quota for Australian music on commercial radio.

Local content is voluntarily regulated by the Federation of Australian Radio Broadcasters. The quota is for pop/rock and album-oriented rock formats to consist of no less than 25% local music, a quarter of which should have been released within the past 12 months. Adult contemporary, golden oldies, easy listening, and country formats are 15%, while jazz and big band have a 10% quota. Most stations claim to exceed the quota.

Yet artists argue that as domestic sales are a prerequisite for gaining international interest from record labels, quotas cannot be left to chance.

Songwriter/guitarist Diesel says, "I wouldn't think twice about bringing

legislation in, because you have to know the sort of people you're dealing with. There's no spontaneity about what they play—it's all to do with surveys and demographics." Dave Gleeson, lead singer of the Screaming Jets, adds, "In the U.S., they don't need a quota, because radio is proud of their bands achieve."

Andy Van of dance duo Madison Avenue, which has had two chart and club hits in the U.K. and Europe, notes that Australian radio play is not essential for dance acts. "We sent our records to U.K. DJs to play. We are not about waiting around for Australian radio to play our stuff—we made our music for the world. "It's no use having a [voluntary] quota unless you can enforce it," Van continues. "As it

stands, Australian radio has no obligation to play local music, so an enforceable legislation is an option."

The call was made as 350 members of the music industry met Aug. 2-4 at the Sydney Supermarket. International executives Ted Cohen, VP of new media for EMI Recorded Music; Los Angeles-based author and former *Billboard* correspondent Bruce Haring; and Liquid Audio's Internet marketing VP Charly Prevost were among the 65 speakers drawn from the music, broadcasting, and technology industries to discuss ways to reach new delivery mediums as mobile phones, and radio playlists becoming adventurous in the wake of a third major player, DMG Radio, entering the market.

Most attendees left the conference feeling excited about the future. Artists were told of greater marketing opportunities for them through the Internet, wider income streams as music finds such new delivery mediums as mobile phones, and radio playlists becoming adventurous in the wake of a third major player, DMG Radio, entering the market. But musicians have reason for concern. Such problems as the risk of piracy to 9% in the local market, increased CD burning in homes, and heavy retail discounting have kept record labels' profits down. On the latter point, Warner Music Australia chairman Shaun James reveals that "over 50% of records sold in Australia are sold for under Australian \$24 [\$125.85]."

As a result, the event's CEOs and managing directors' seminar concluded that most labels would only sign five or six new acts this year, and the indications are that most of these will either be acts that fuse dance and rock or male R&B solo acts.



selling more than 1 million units, are achieving sales of only 200,000.

That plunge in sales is forcing retail cutbacks. Sources tell *Billboard* that numerous stores are closing, while a number of labels claim that revenue has been down by as much as 40% in some months.

The Federal Assn. of the Phonographic Industry (BPW) reports that during the first half of 2001, German sales amounted to only 108.7 million CDs, cassettes, LPs, and singles. This figure is down 9.8% from 121.8 million in the same period last year.

Revenue was even worse during the first six months of this year, with the local industry as a whole reporting a 12.6% shortfall, although no figures have yet been disclosed. Sales of the two most important formats in the record market—CDs and singles—showed a sharp decline. At 74.6 million, compared with 86 million a year earlier, sales of CDs fell by 13.3%. Singles, predominantly released in CD form, were down 13.2% to 23 million.

The downturn has seen the country's world-market share slip further, as sustained growth in the U.K. bolsters the No. 3 slot it took from Germany last year.

BPW's managing director, Peter Zombik, blames increased CD piracy for Germany's dramatic slump. Referring to a report by the GfK consumer research institute, Zombik said that between April 2000 and March 2001, more than 133 million CD-Rs/CD-RWs were sold—a figure far in excess of the number of records sold in the first half of 2001.

yesasia.com

Musica, Sony, and Rock Records. The Web site currently supports English and Chinese (with Japanese and Korean capability reportedly coming soon) and is a leading U.S.-based Internet source for Asian music. The company is also positioning itself to supply Chinese, Korean, and other Asian music to the Japanese market through its Japan-based Web site, yesasia.co.jp.

In a related development, YesAsia recently acquired Angel Pop, a competing online retailer that had been selling Korean products primarily to Korean customers in North America.



JAPAN		UNITED KINGDOM		GERMANY		FRANCE	
LAST WEEK	Chart Publications 11/18/00	LAST WEEK	Chart Publications 11/18/00	LAST WEEK	Chart Publications 11/18/00	LAST WEEK	Chart Publications 11/18/00
SINGLES		SINGLES		SINGLES		SINGLES	
1	GOLD TAKES 1	1	LET'S DANCE TAKES 1	1	THERE MUST BE AN ANGEL TAKES 1	1	UP & DOWN—LEUR HYMNE TAKES 1
2	FINAL DISTANCE TAKES 2	2	TAKE ME HOME (A GIRL LIKE ME) TAKES 2	2	FOLLOW ME TAKES 2	2	IT'S RAINING MEN TAKES 2
3	AGACHACHOU TAKES 3	3	21 SECONDS TAKES 3	3	IN THE TONITE TAKES 3	3	LA VOIX DES SAGES TAKES 3
4	THE *PEACE TAKES 4	4	LET ME BLOW YA MIND TAKES 4	4	COUNTRY ROADS TAKES 4	4	A MA PLACE TAKES 4
5	KANPAHI TAKES 5	5	LET ME BLOW YA MIND TAKES 5	5	ANGEL TAKES 5	5	TROP PEU DE TEMPS TAKES 5
6	JOHNNY THE SURFER TAKES 6	6	ETERNAL FLAME TAKES 6	6	ETERNAL FLAME TAKES 6	6	ME GUSTAS TU TAKES 6
7	SAY THE WORD TAKES 7	7	CASTLES IN THE SKY TAKES 7	7	ETERNITY: THE ROAD TO MANDALAY TAKES 7	7	HASTA LA VISTA TAKES 7
8	YAKUSKO NO KISETSU TAKES 8	8	CRYSTAL TAKES 8	8	PUMEDAY TAKES 8	8	PRES DE MOI TAKES 8
9	YOUR INNOCENCE TAKES 9	9	PERFECT GENTLEMAN TAKES 9	9	LADY MARMALADE TAKES 9	9	SO BEGIN TAKES 9
10	SMAP TAKES 10	10	AIN'T IT FUNNY TAKES 10	10	FOREVER IN LOVE TAKES 10	10	MISS CALIFORNIA TAKES 10
HOT MOVER SINGLES		HOT MOVER SINGLES		HOT MOVER SINGLES		HOT MOVER SINGLES	
18	TSUKAMO MANDOCOMO TAKES 18	18	SUPERSTAR TAKES 18	18	ALL OR NOTHING TAKES 18	18	NUISANCE THE ONE TAKES 18
19	SECRET BASE TAKES 19	19	WHERE I WANNA BE TAKES 19	19	CRYING AT THE DISCOTHEQUE TAKES 19	19	DO YOU LOVE ME TAKES 19
20	THE *PEACE TAKES 20	20	LOVE YOU ANYWAY TAKES 20	20	DADDY DJ TAKES 20	20	CAN'T WAIT FOR THE MOONLIGHT TAKES 20
21	THE *PEACE TAKES 21	21	BOOY ROCK TAKES 21	21	WHEN YOU'RE LOOKING LIKE THAT TAKES 21	21	WHAT TOOK YOU SO LONG? TAKES 21
22	EVERYDAY AT THE BUSTOP TAKES 22	22	MADE FOR LOVIN' YOU TAKES 22	22	ALL BESE TAKES 22	22	ALBUMS
ALBUMS		ALBUMS		ALBUMS		ALBUMS	
1	SMAP TAKES 1	1	DAVID GRAY TAKES 1	1	SCHILLER TAKES 1	1	YANNICK NOAH TAKES 1
2	MARAH CAREY TAKES 2	2	ATOMIC KITTEN TAKES 2	2	RIGHT SAID FRED TAKES 2	2	MANU CHAO TAKES 2
3	MR. CHILDREN TAKES 3	3	PRINCE TAKES 3	3	GORILLAZ TAKES 3	3	MC SOLAR TAKES 3
4	DOZAN MIKI TAKES 4	4	DESTINY'S CHILD TAKES 4	4	SARFI DUB TAKES 4	4	SOUNDTRACK TAKES 4
5	MR. CHILDREN TAKES 5	5	EVA CASSIDY TAKES 5	5	SHAGGY TAKES 5	5	DIDO TAKES 5
6	BLURK TAKES 6	6	DIDO TAKES 6	6	UNKIN PARK TAKES 6	6	DE PALMAS TAKES 6
7	KEN HIRAI TAKES 7	7	WYCLIFF JEAN TAKES 7	7	HERMES HOUSE BAND TAKES 7	7	GORILLAZ TAKES 7
8	MAI KUBAKI TAKES 8	8	TRAVIS TAKES 8	8	EVA CASSIDY TAKES 8	8	MATT TAKES 8
9	JOE HISAISHI TAKES 9	9	THE GOSPELERS TAKES 9	9	PRINCE TAKES 9	9	CRANK DAVE TAKES 9

CANADA		SPAIN		AUSTRALIA		ITALY	
LAST WEEK	Chart Publications 11/18/00	LAST WEEK	Chart Publications 11/18/00	LAST WEEK	Chart Publications 11/18/00	LAST WEEK	Chart Publications 11/18/00
SINGLES		SINGLES		SINGLES		SINGLES	
1	THERE YOU'LL BE TAKES 1	1	LITTLE L TAKES 1	1	HANGING BY A MOMENT TAKES 1	1	TRE PAROLE TAKES 1
2	ELEVATION TAKES 2	2	HIDDEN PLACE TAKES 2	2	DON'T STOP MOVIN' TAKES 2	2	BAILA SEXY THING TAKES 2
3	ELEVATION (IMPORT) TAKES 3	3	ELEVATION TAKES 3	3	LET'S DANCE TAKES 3	3	INFINITO TAKES 3
4	BOOYICIOUS TAKES 4	4	LADY MARMALADE TAKES 4	4	ALL ROSE TAKES 4	4	ELEVATION TAKES 4
5	LOVERBOY TAKES 5	5	THE BALE DEL GORILLA TAKES 5	5	PIPPLE PILLS TAKES 5	5	WWW.HIGHCUT TAKES 5
6	MONEY (PART II) TAKES 6	6	SAME ADAGIO TAKES 6	6	BOOYICIOUS TAKES 6	6	IT TAKES A ROCK TO REMAIN SANE TAKES 6
7	POH (IMPORT) TAKES 7	7	NINA PINSA EN TI TAKES 7	7	DROPS OF JUNE (TELL ME) TAKES 7	7	LADY MARMALADE TAKES 7
8	DOES LIKE THAT TAKES 8	8	ME GUSTAS TU TAKES 8	8	TURN OF THE LIGHT TAKES 8	8	ME GUSTAS TU TAKES 8
9	LITTLE L TAKES 9	9	FREE LOVER TAKES 9	9	LET'S GET MARRIED TAKES 9	9	TI PRENDI E TI PORTO VIA TAKES 9
HOT MOVER SINGLES		HOT MOVER SINGLES		HOT MOVER SINGLES		HOT MOVER SINGLES	
19	WHAT IT FEELS LIKE FOR A GIRL TAKES 19	19	VIVE EL VERANO TAKES 19	19	CAN WE FIX IT TAKES 19	19	THERE YOU'LL BE TAKES 19
20	HIDDEN PLACE TAKES 20	20	BAILA MI RITMO TAKES 20	20	OUT OF REACH TAKES 20	20	SCREAM IF YOU WANNA GO FASTER TAKES 20
21	RECEIVER TAKES 21	21	NUÑCA EL TIEMPO ES PERDIDO TAKES 21	21	LITTLE L TAKES 21	21	BOOYICIOUS TAKES 21
22	SEI+ ON YOU TAKES 22	22	ALBUMS	22	DRIVE TAKES 22	22	BOYLAND TAKES 22
ALBUMS		ALBUMS		ALBUMS		ALBUMS	
1	DESTINY'S CHILD TAKES 1	1	LOS CAMPOS TAKES 1	1	SOUNDTRACK TAKES 1	1	VASCO ROSSI TAKES 1
2	IN SYNC TAKES 2	2	SOUNDTRACK TAKES 2	2	SOUNDTRACK TAKES 2	2	ANTONIOLE VENNITTI TAKES 2
3	USHER TAKES 3	3	RELOU TAKES 3	3	NEIL DIAMOND TAKES 3	3	SEI TAKES 3
4	BLINK-182 TAKES 4	4	MELODY TAKES 4	4	D12 TAKES 4	4	SAF TAKES 4
5	DANIEL DESNOYERS TAKES 5	5	COYOTE DAX TAKES 5	5	CREED TAKES 5	5	MANU CHAO TAKES 5
6	DANIEL DESNOYERS TAKES 6	6	MANU CHAO TAKES 6	6	TRAIN TAKES 6	6	EDUARDO BENNETTO TAKES 6
7	D12 TAKES 7	7	LA OREJA DE VAN GOGH TAKES 7	7	PAUL KELLY TAKES 7	7	BOB MARLEY & THE WAILERS TAKES 7
8	ALICIA KEYS TAKES 8	8	MANOLO GARCIA TAKES 8	8	SHAGGY TAKES 8	8	ADRIANO CELENTANO TAKES 8
9	KEVIN PARENT TAKES 9	9	MALI TAKES 9	9	DIDO TAKES 9	9	EROS RAMAZZOTTI TAKES 9
10	ENYA TAKES 10	10	TAMARA TAKES 10	10	DESTINY'S CHILD TAKES 10	10	PINO DANIELE TAKES 10

Music
& Media

EUROCHART

Eurocharts are compiled by *Music & Media* from the national singles and album sales charts of 18 European countries.

EUROCHART
Chart Publications Inc. 10/17/01

5	SINGLES	
1	LADY MARMALADE	THE LADYS M (L.A. SOUNDS) (P) (MCA)
2	ANGEL	SHAKY! FEATURING KAYVEN (MCA)
3	IT'S RAINING MEN	MILLIE D (MCA)
4	MISS CALIFORNIA	DAVID THOMAS FEATURING PAUL (P) (

'Miss California' Crowned A Euro Hit

Utah's Thomas Is Heading For Sales Of One Million Singles Across The Continent

BY PAUL SEXTON

LONDON—"Miss California" is bestowing European honors on the young American who sings about her, Elektra's Dante Thomas.

Featuring Fugee's member Pras Michel, the single—a flagship release for Michel's Rat Pack Entertainment label via Elektra Entertainment Group—is taking an unusually cosmopolitan route to success.

While "Miss California" has done respectably at home for the Salt Lake City-born 25-year-old (reaching No. 22 on Hot 100 Singles Sales and No. 85 on the *Billboard* Hot 100 Aug. 4), Thomas has focused on promoting the track in Europe—with spectacular results. The single, from his *My* album, is certified gold in both Germany and France, and has sold more than 700,000 units Continent-wide, according to Elektra.

Jaqueline Ledent-Vilain, London-based VP of artist development for Elektra Entertainment International, says, "The rule normally is that the repertoire owner has got to break the artists in the lower territories before we go into international. But at the beginning of April, Warner Music Europe came to me and said, 'If you guys do a video—which Elektra would never have done so early in the game for America—and you give us access to that, we are going to give it to us [the U.S.], we're going to go for it.'"

With the blessing of manager Johnny Wright (N'Sync, Britney Spears), Thomas worked European territories May 11-June 9, committing to more time there through the summer, with live dates planned for November. "To be honest with you, before I did the trip, I would have said, 'Why do we have to spend that much time out there?'" Thomas confides. "But after doing it, I totally understand why. You've got to give people an honest chance to hear you."

Thomas also found time to play 17 dates on N'Sync's summer tour with 17 dates. "The smallest show we did was 58,000, and the biggest was 105,000 in Pasadena [Calif.]," he says. "[The label has] been having big contests in Germany and France for winners to come to Cologne to perform and hang out."

Ledent-Vilain says, "We did it the old-fashioned way, because we had the luxury of having him for a month. We started with Germany, spending a week traveling everywhere, driving from Baden-Baden to Cologne to Mannheim to Munich [and] Leipzig—name it, we did it. And on the last week of the tour, we ended up doing major TVs."

A visit to France followed, with a focus on teen press, and the single climbed to the top 10 there and leapt to No. 1 in Sweden. From there, Sweden, Denmark, Portugal, Austria, Switzerland, and Belgium have since added to the momentum of "Miss California," which spent a second week at No. 3, Aug. 18, on the *Music & Media*



THOMAS

Hot 100 Singles Eurochart.

"When all's said and done, we're going to sell a million singles across Europe, once the U.K. jumps on," says Joe Peta, senior director of international for Elektra in Los Angeles. All [Warner Music International] made it

a worldwide priority [recently], so we're expecting to see some action in Australia and Japan."

U.K. support ahead of the Aug. 20 release there of "Miss California" included that of such major top 40 players as BBC Radio 1 and 5.5, Capital FM, whose executive producer of music, Sheena Mason, describes it as "an instant summer tune with a great feel-good vibe."

Of Thomas' European adventure, Peta concludes: "People really liked him—particularly in France, where they can be a little put off by a snobby artist. The e-mails were coming back to us saying, 'This kid's great, he's got something to say, his attitude, he got up at the right time every morning.' That type of goodwill ambassadorship is really important to breaking artists these days."

Belgium Hopes 10-Day Campaign Revives Music Retail

BY MARC MAES

BRUSSELS—The Belgian record industry has planned a huge promotion campaign aimed at encouraging consumers to come back to record stores.

The "Musikdagen," *Musiekiedagen*, *Les 10 Jours de la Musique* (Ten Days of Music), will run Oct. 5-15 and include major public campaigns, extensive point-of-sale material, and a unique bonus CD.

The project is set up by the Belgian arm of the International Federation of the Phonographic Industry (IFPI). The project is being organized by Bernard Carbonez, former managing director of BMG France and now head of his own consultancy company, Carso.

Carbonez explains, "The campaign is organized in close collaboration with both small retailers and specialized shops, as well as chains like Free Record Store, FNAC, and Extra-Zone, adding up to about 500 points of sale nationwide."

All IFPI members have been invited to jump on the publicity bandwagon. "With IFPI, we have booked advertising space with all major media, and we expect to get a good deal of free publicity as well," Carbonez says. "This promises to be a huge campaign, as both the record companies and retailers have reacted very positively."

Carbonez is negotiating with TV and radio partners including national broadcaster VRT and commercial stations TFM Vlaanderen and RTL-TVI. Another push is expected to come from the bonus album, which is being

distributed at all points of sale. The compilation of No. 1 hits from 1980 to 2000 will be distributed for each purchase of more than 25 euros (\$22.91) during *Musiekiedagen*.

Erwin Goegheuer, managing director of Carso in Belgium, says, "We must get people back in the record stores—the 40-plus age group audiences who don't go into copying or downloading. By generating in-store traffic, we will be able to assess a new buyer potential. Releasing material for free will be a disaster."

The 45+ audience group, like other recent *Routa du Soleil* compilation is another instrument [for] reaching that target group."

'We must get people back in the stores—the 40-plus age group audiences who don't go into copying or downloading.'

—ERWIN GOEGHEUER, CARSO
—IFPI MUSIC BELGIUM

NEWSLINE...

Pressplay plans to launch its online music-subscription service in mid-September. It will take the form of an "affiliate business model" with a range of offerings to consumers, Vivendi Universal chairman Jean-Marie Messier tells *Billboard*. "The first thing that Pressplay wants to do is allow consumers to build compilations," he says. "Soon our target [will be] to encourage them to transfer their compilations to portable devices. I hope at the time of launch we will start with much more than half of the music of the world." Messier confirms that the company's Vizzavi portal will be a Pressplay affiliate and that it is due to begin downloading music to mobile devices before the end of the year. Messier expects Pressplay—which is being developed by Universal in partnership with Sony Music—to cross-license its content with MusicNet—the rival service involving BMG, Warner Music, and EMI—as early as next year.

LARS BRANDLE

European digital distributor OD2 launched its WebAudioNet subscription service Aug. 20 through partnerships with WOMAD and Real World Records. Subscribers will be offered 60 days' free access to 40 downloads from the two partners, before paying a monthly fee of 45 (\$7.22) starting in October. Rented tracks are playable only on the subscriber's PC. In related news, OD2 has forged a strategic relationship with BMG, on the heels of links with EMI/Virgin and Warner Music International. Meanwhile, U.K. labels body the Assn. of Independent Music has agreed to a framework for its members to license their repertoire to OD2's new subscription model.

LARS BRANDLE

Warner/Chappell Music Scandinavia has secured the publishing rights to forthcoming songs by Swedish hitmaker David Kreuger, who is set to release an album in late September. The songs Kreuger composed with Per Magnusson and Jörgen Elofsson from that of Cheiron will continue to be published by Vem/Zomba. Along with Magnusson and Elofsson, Kreuger launched *Aside Productions*, a Stockholm-based production outfit, earlier this year. Magnusson is published by Permusic, while Elofsson has a deal with BMG Music Publishing Scandinavia. The producers are currently at work on a new album with Irish pop act Westlife (RCA/BMG).

KAI R. LOFTUS

Internationally acclaimed classical composer/conductor André Previn will become artistic director of the Oslo Philharmonic Orchestra for a four-year term beginning next August. He will succeed Marius Jansons. Previn conducted the Royal Philharmonic 1985-1991 and has since had guest slots with the Boston Symphony, New York Philharmonic, Wiener Philharmoniker, and the London Symphony Orchestra.

KAI R. LOFTUS

Play It Again Sam (PIAS) Group has replaced Edel as European licensee for Festival/Mushroom and the Mushroom/Infectious labels. The deal excludes the U.K. Previously, the Brussels-based group distributed the Mushroom labels' product in Europe. The new deal comes ahead of Mushroom's planned key release of the new Garage album, *Beautiful Garbage*, which is due to street Oct. 1, following the single "Androgyny" on Sept. 24. PIAS Group is currently negotiating a management buyout from Edel, its chief shareholder (*Billboard*, July 14).

LARS BRANDLE

Executive Turntable

RECORD COMPANIES: Martin Schaefer is named legal chief of BMG Entertainment in London. He was managing director of Germany's International Federation of the Phonographic Industry affiliate.

Niklas Rune is named GM of Stockholm-based EMI Records. He was A&R director of Roadrunner Arcade's Swedish affiliate.

Espen Mosbakk is named sales and marketing manager of Bonnier Amigo Music (Norway). Oslo-based Mosbakk was sales and marketing manager of Edel Records Norway.



BATEMAN

STUDIOS: Julie Bateman is named head of Sanctuary Group's recording, mobiles, and mastering studios in London. She was at Metropolis Studios.

London, where she managed recording facilities and was also instrumental in setting up and developing the mastering facilities.

RELATED FIELDS: Lucinda Leo has been promoted to territories director of the U.K.'s Mechanical-Copyright Protection Society, based in London. She was corporate counsel in the legal division of the MCPSPR Alliance.

MUSIC RETAIL: Zoë Bartels is named head of product marketing at Virgin Entertainment Group. London-headquartered V Shop/Our Price chain, was marketing manager of music, video, and new media for MNC.

Olympic 'Hero Girl' Nikki 'Kisses' The Charts

BY CHRISTIE ELLIZER

SYDNEY—It's no surprise that an Australian label's first marketing foray into the under-10s music market was with Nikki Webster. The elfin 14-year-old flew 98 feet into the air while playing the role of the Hero Girl last September at the spectacular opening ceremony of the Sydney Olympics.

Her lead-off single, "Strawberry Kisses," debuted on the Australian Record Industry Assn. charts at No. 2 in the week ending June 23. It remained at No. 6 in the week ending Aug. 18 and has so far sold 115,000 copies, according to BMG Australia (platinum here is 70,000), setting up the Aug. 20 foray into an album, *Follow Your Heart*.

"Doing the Olympics was fantastic, but I was just playing a character," says Webster says. Since the age of 7, she has been in such musicals as *The Sound of Music* and *Les Miserables*, and she also sang onstage with Michael Jackson on his *HIStory* tour. "But I'd always wanted to do a pop record," she tells *Billboard*. "My heroes are Kylie Minogue and Olivia Newton-John. The best thing about the Olympics to me was that Olivia came backstage and told me she thought I had a great voice."

Numerous labels discussed deals with manager Lisa Hamilton, eager to translate the Olympics' 4 billion global viewers into CD sales. Universal Records, a Melbourne independent owned by record producer Ross Fraser and singer John Farnham, won the bidding by asking Webster what type of CD she wanted to make. Noting that Webster can act, dance, and sing, Fraser says, "She was clearly a talent that had to be taken overseas."

"Strawberry Kisses" was penned by New York City-based jazz pianist Jeff Frenkel, who has written for N'Sync, Shawn Colvin, and Taylor Dayne. Tapping writers in Sweden, the U.S., and Australia, Fraser ex-

plains, "We produced *Follow Your Heart*. BMG Australia, which distributes Gotham here, took its marketing cue from the British singles market, with heavy advertising up front and a high chart debut to drive further sales. Manager Lisa Hamilton at St. John explains real campaigns were set up with such mass merchants as Kmart and Target because "her fans are more likely to still go shopping with parents than to go to music stores."

Scott Whiffin, communications manager for Kmart, says Webster's single is their biggest seller. "We're looking forward to the album, because we expect it to do as well as the single."

Scott Whiffin, communications manager for Kmart, says Webster's single is their biggest seller. "We're looking forward to the album, because we expect it to do as well as the single."



FRASER, LEFT, AND WEBSTER

Initial targets were cartoon pay-channel Nickelodeon, free-to-air Ten Network's *Cheez-TV*, and pre-teen female publications *Barbie* and *A-Zone*. The break came when Austereo Network's influential show, *Hot3.com*—considered a barometer of cool for its under-25 listenership, with a national reach of 1.5 million listeners per night—unexpectedly playlisted "Strawberry Kisses" immediately. "It's a standalone song, catchy and fun," program manager Brian Ford says.

Ford admits there was concern that the single might polarize older

"The best thing about the Olympics to me was that Olivia [Newton-John] came backstage and told me she thought I had a great voice."

—NIKKI WEBSTER

listeners. "But with this sort of track, it gets down to where you play it [in the show] and how long," he says. "[Kids] love their own in Australia, and a new Australian act gets a good listen."

Plans are to work Webster in Asia this year—

in between her commitments to play Dorothy in the Australian run of the *Wizard of Oz* from November—and then in Europe during early 2002.

Mint Records Still Fresh After 10 Years

While Some Of Its Acts Enter Canadian Mainstream, Label Stays True To Its Roots

BY LARRY LEBLANC

TORONTO—The remarkable thing about Mint Records celebrating its 10th anniversary Friday (31) is that the Vancouver-based label has stayed true to its alternative roots, even though several of its acts have entered the Canadian mainstream. "We have never flown the flag of 'alternative' at any cost," jokes Bill Baker, who co-founded the label with partner Randy Iwata. "A lot of the music we put out is still not mainstream."

To date, Mint has released 32 albums, 23 singles, and five EPs. The label celebrates its decade milestone with the Tuesday (28) release of a 23-track budget-priced sampler, *Team Mint Volume 2*—the follow-up to its 1996 compilation *Team Mint*—and with Vancouver showcases of its roster Aug. 30-31. The sampler will be priced at \$6.98 Canadian (\$4.51).

Mint's roster includes Chicago-based Neko Case & Her Boyfriends, San Francisco's I Am Spoonbeard, Winnipeg's Duotang, and Carolyn Kar & Her Room-mates from Victoria, British Columbia. It also includes such Vancouver-based bands as the New Pornographers, the Evaporators, Operation Makeout, Tennessee Twin, and the Smugglers (headed by Mint promo rep Grant Lawrence).

Some of the part-time staffers, Mint operates from offices in Vancouver (Iwata and Lawrence); Summerland, British Columbia (Baker); and Toronto (publicist Yvette Ray). Mint is distributed in Canada by three independent distributors: Skunkthatch distribution, P.Y. Distribution (which also exports the label outside North America), and Outside Music. Mint is distributed exclusively in the U.S. by the Northwest Alliance of Indie Labels of Portland, Ore.

While Canada's markets have intermittently signed fringe or alternative acts—particularly in Toronto, where the labels have their head offices—they have rarely shown interest in the grass-roots level at which Vancouver's alternative scene operates. At the same time, many of the city's top bands have eschewed and defiantly remained outside the mainstream music industry.

"We have some acts from outside Vancouver, but we certainly draw heavily on our own backyard," Baker says. "Being an independent in Toronto means colors a band's approach. The band plays a couple of shows and gets excited because there's a major-label A&R rep in the audience. In Vancouver, there has never been that [label] interest. An independent band here has to really work hard if they want to make it."

Iwata adds, "There are lots of good bands here, but the club scene

is quite barren. The lack of live opportunities gives bands a chance to practice. With the Internet, they can release music that can potentially go around the globe."

During its first decade, Mint has also issued critically acclaimed recordings by Vancouver-based Cub, Maow (featuring Neko Case), the Huevos Rancheros from Calgary, Alberta; and Lou Barlow and Friends from Boston.

MAINSTREAM MEDIA BUZZ

It has been recent recordings and side projects by Case, including those with the neo-country Corn Sisters (with Carolyn Kar) and pop-punk group The New Pornographers—which won a



BAKER, LEFT, AND IWATA

Canadian Juno Award earlier this year, the last alternative band to have created such a mainstream media buzz throughout Canada.

"It's funny that [such acts as] Neko and the New Pornographers are now being considered mainstream," Baker says. "Neko's current record [*Pharmac Room Lullaby*, released last year] probably hasn't sold 10,000 copies in Canada. We put out her first record [*The Virginian*, in 1997] because she's so talented. That brought us

[neo-country] people, like Carolyn Kar and the Tennessee Twin."

Baker acknowledges that the bulk of Mint's releases fall far short of the 10,000-unit mark. "If a release gets into four digits [1,000 units], we're happy," he says. "We will release records that we know won't sell 10,000 units, but that we want to put out. It boils down to [them] breaking even." Iwata agrees: "We put out things we like."

Baker and Iwata, both 35, formed Mint in 1991, while working at the University of British Columbia's FM radio station CTR. Iwata was the station's program director; Baker was the station's volunteer coordinator and production manager of its monthly publication, *Discorder*.

While the pair was still working at CTR, Mint released its debut recording, the 7-inch green-vinyl "The Mint Is a Terrible Thing to Taste" featuring Tankhogg and Windwalker. By the time Mint released Windwalker's *Rainstick* album in 1992, the two had severed their ties with CTR and set up an office in Baker's apartment.

"We wanted to do something that kept us involved in the music community," Baker recalls. "We thought we could be the next Sub Pop."

While running Mint, both Baker and Iwata have both continued to support themselves by working as graphic artists. "We haven't achieved the level of financial success with the label that we thought we might," Baker concedes. "Our personal financial futures don't depend on the label, so we can be a little cavalier about what we choose to release. The label itself is self-sustaining. It has become a past-time that is entertaining and exciting."



Route of Sting's. In London recently to play the penultimate show of his 30-date world tour, Sting was presented with a special award that marked 7-year worldwide sales of his album *Brand New Day*. Celebrating at the open-air "Route of Kings" venue in the capital's Hyde Park area, from left, Universal Records U.K. chairman Martin Grayling, Sting, and Universal Music International V.P. of marketing Matt Voss.

Shop Around!

Billboard's RETAILERS HOLIDAY BUYING GUIDE

Billboard's annual holiday buying guide is back, forecasting the hottest buys for the holiday selling season. We put it all into perspective for retailers with a review of key music releases in every genre, the best-and-brightest kid-audio, video and multi-media releases, the latest on the CD-reissue front, and the Holiday Season's top DVD offerings.

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RETAILERS & MARKETING

Trans World Posts 2nd-Quarter Loss

Retailer Sounds Alarm On CD Copying, Gets Boost From DVDs

BY MATTHEW BENZ

ALBANY, N.Y.—Trans World Entertainment reported second-quarter financial results that were in line with expectations and said its FYE (For Your Entertainment) re-branding process is on schedule.

But chairman/CEO Robert Higgins sounded an alarm about CD-Rs, whose proliferation, he says, was to blame for "a pretty good falloff" in new-release sales from the first week to the second week.

Overall, Higgins says, the difficult economy was the reason the retailer posted a net loss of \$4 million, or 10 cents per share, for the quarter that ended Aug. 4. In the same period last year, when Trans World was operating 940 stores—30 fewer than the current number—it had a net income of \$6.7 million, or 14 cents per share.

Revenue rose to \$294.6 million from \$285.5 million. Owing to a decrease in music sales, comparable-store sales fell 4%. Comparable-store sales of CDs in the quarter



million CD-Rs sold each month, it is very much an issue. Some of the majors have begun taking steps to prevent copying, Higgins notes. He thinks that the industry should have a better sense by the end of the next quarter of how best to address the issue.

Barry Sosnick, an analyst who follows Trans World at New York brokerage Fahrenstock & Co., notes that rap appears to be the most-copied type of music. Because rap sells best in mall-based stores, he says that Trans World, with its many mall locations, could be hurt by CD copying. But Sosnick says he is awaiting further word from Trans World's competitors before he pins any sort of blame on CD-Rs.

Elsewhere, DVD sales, which now make up almost 60% of Trans World's video revenue, led a 39% increase in video sales over the second quarter of 2000.

Looking ahead to the rest of the year, Higgins says, Trans World expects to benefit from the early November rollout of new video-game systems from Microsoft and Nintendo. Game sales currently account for 3% of Trans World's total sales, but Higgins says that could triple in 2002.

RE-BRANDING EFFORTS

During the quarter, Trans World spent \$2.5 million on re-branding and its E-Works initiative, a pilot project that involves setting up music and video preview stations in three markets. FYE signs have been added to 300 stores, with the rest set to be completed by the

start of the holiday selling season. A re-branded Web site will be unveiled in October.

Sullivan says the company cut inventory in the quarter by \$52 million and expects to meet its 2001 inventory-reduction goal of \$400 million. Cash fell to \$52.2 million from \$106 million, as Trans World bought back 200,000 shares in the quarter as part of a 5 million-share repurchase program. So far, the company has bought back 1.9 million shares.

SHARES HAVE UPSIDE

For now, Sosnick says there is little else Trans World can do to boost its share price, which peaked above \$10 in February but has traded below \$8 since early July. Sosnick still thinks Trans World stock represents "a phenomenal opportunity" for investors. The company is cash-flow positive and has a clean balance sheet, which, he says, helps give its shares as much as a 40% upside.

Gross profit for the quarter fell to 33.5% of sales from 36.4% in the same period last year. Sullivan says Trans World has been taking steps to boost its margins and actually saw improvement in July relative to the first two months of the quarter. Still, Sullivan says, a difficult promotional environment leaves the retailer cautious about margin improvement for the rest of the year.



New Look. The National Assn. of Recording Merchandisers (NARM) is using a new logo to go with its revamped brand identity and new tag line motto: "The Voice of Music Retailing." The trade group says the shape arching through the acronym in the logo depicts "the dawning of a new age in music retailing." NARM executive VP Jim Donio said in a statement, "The association has changed its logo only twice in the past 40 years. The new look and tag line emphasize our efforts to refocus and to communicate at first glance the values and messages NARM seeks to communicate: a renewed commitment to stronger advocacy for the interests and continued vitality of the music retailing community."



Bullseye Targets Teens

Music Used To Draw Consumers To Target E-Store

BY BRIAN GARRITY

NEW YORK—Target Stores is courting younger consumers with a new teen-specific area on its e-commerce site that incorporates streaming radio, music news, information, and purchase links.

The teen site, known as Bullseye, is just one of a number of recent music-related branding efforts by the mass merchant. Other initiatives include a TV advertising campaign featuring

The radio feature, known as Target Radio, includes music from pop, alternative rock, and country artists.

Elsewhere, the mass merchant is actively using music to help with its branding efforts. It has recently been running commercials featuring Destiny's Child to promote a new Target-exclusive CD from the girl group, *Love Destiny*.

The album features an exclusive version of the track "Bootylicious" and the unreleased track "My Song,"

'Bullseye aims to be a quick and easy resource for the latest news and trends in areas style-savvy teens care about most.'

—SALLY MUELLER, TARGET

as well as remixes of other Destiny's Child hits, including "Survivor," "Bug a Boo," "So Good," "Say My Name," and "Jumpin' Jumps."

In addition, Target has sponsored several summer concert tours, including the Vans Warped tour.

Sally Mueller, senior marketing manager for Target Corp., says the aim for Bullseye is to serve as "a quick and easy resource for the latest news and trends in areas [style-savvy teens] care about most, such as music and fashion."

Bullseye, located on the Web at target.com, bullseye, is being billed as a source for what's hot for teens, with information on fashion, beauty, music, and current events, as well as horoscopes, advice, and quiz features.

Sally Mueller, senior marketing manager for Target Corp., says the aim for Bullseye is to serve as "a quick and easy resource for the latest news and trends in areas [style-savvy teens] care about most, such as music and fashion."

MUSIC FIGURES PROMINENTLY

The benefit to Target, Mueller says, is the ability to engage the chain's growing teen audience in "a hip, youthful way."

As a result, music figures prominently into the Bullseye area. The music portion of the site spotlights such acts as Weezer and Destiny's Child, recommends similar artists to visitors, conducts favorite video polls, offers commerce links, provides concert information, and supplies a streaming radio function in conjunction with Launch.com.

WARPED IS 'PERFECT OPPORTUNITY'

Not only is Target sponsoring the summer tour, but it is the presenting sponsor for the Warped Inside 01 Spring and Warped Inside 01 Fall tours.

At the summer festival, Target is hosting an on-site tent with product giveaways and a wheel of fortune, where concertgoers can enter to win prizes. Additionally, Target is providing a Reverse Day Care center, where kids can drop off their parents while they attend the festival. A special *Warped Are They* Now CD sampler, which features bands that have previously been on the Warped tour, is being offered exclusively at Target stores.

Michael Francis, senior VP of marketing at Target, says, "The Warped tour is a perfect opportunity for Target to reach out to our youngest guests."

Analyst Barry Sosnick thinks Trans World stock represents 'a phenomenal opportunity' for investors, as the company is cash-flow positive and has a clean balance sheet.

ter fell 9% from the second quarter of 2000, while cassette sales fell 37%. Total album sales, which includes CDs and cassettes, fell 12%, though CFO John Sullivan noted that July sales were stronger than the first two months of the quarter.

SECOND-WEEK SALES DECLINES

Beyond the impact of the general economic environment, Higgins says that Trans World experienced noticeable second-week sales declines on new releases. "We think that the CD-Rs definitely have an impact on our sales in the second week."

CD copying did not appear to be an issue at the start of the quarter, Higgins says, but now, with 75

Amazon Partners With Circuit City

BY BRIAN GARRITY

NEW YORK—Amazon.com is further strengthening its ties with third-party brick-and-mortar partners: The Internet retailer has inked a distribution deal with consumer electronics power Circuit City.

Under the pact, shoppers at Amazon buying select consumer electronics products will have the option of picking up their purchases at Circuit City stores rather than waiting for the items to be delivered. Shoppers at the Circuit City Web site, circuitcity.com, will also have the opportunity to buy products through Amazon. The deal does not include music and video product.

The expanded selection and in-store pickup will launch in November, in time for the holiday shopping season. In situations where both Amazon and



BEZOS

Circuit City offer the same electronics products, customers will have a choice between traditional Amazon shipping options and immediate pickup from more than 600 Circuit City

stores. Items offered by Circuit City that are not offered in Amazon's electronics store will be available exclusively for in-store pickup; merchandise offered by Amazon that is not available at Circuit City will be delivered exclusively from Amazon.

Amazon will be paid a percentage of the revenue for Circuit City electronics merchandise purchased through Amazon's electronics store. Amazon will be responsible for processing the transaction; Circuit City will be responsible for product fulfillment, as well as providing product-related customer service. Circuit City will accept returns on merchandise picked up at Circuit City stores.

Additional terms of the multi-year agreement were not disclosed. The companies say they expect to

NEWSLINE...

SunnComm, a digital-content security provider, has agreed in principle to provide German CD manufacturer Sonopress, a division of Bertelsmann, with its MediaCloQ "cloaking" technology. Under terms of the deal, which is a precursor to a five-year commitment, Phoenix-based SunnComm will install and test its proprietary software for use in discs manufactured at Sonopress' plant in Gütersloh, Germany. Similar implementations are scheduled to follow at plants in Spain and the U.K. MediaCloQ prevents unauthorized CD duplication or conversion to the MP3 format. Bertelsmann's BMG Entertainment recently agreed to test MediaCloQ for possible use in its CDs. SunnComm has unveiled its security measures on promotional and limited-release CDs in the U.S., including Charley Pride's *A Tribute to Jim Reeves*. SunnComm president Peter Jacobs says the company sees Europe as a key territory to "accelerate the process to standard-run music." **ERIK GRUENWEL**

Handieman reports a net income of \$2 million, or 8 cents per diluted share, for the fiscal year's first quarter, which ended July 28. This compares with a net income of \$1.7 million, or 6 cents per share, in the same period last year. Revenue rose to \$261.1 million from \$231.4 million. The Troy, Mich.-based rackjobber says the results were driven mainly by the expansion of its distribution business in the U.K. as well as in the U.S., where it recently began providing fulfillment for JCPenney.com. The distribution unit had operating income of \$10.2 million, vs. \$6 million last year. The unit's revenue rose to \$329.4 million from \$207.7 million. **MATTHEW BENZ**

Columbia Records is teaming with Microsoft's WindowsMedia.com to preview a song from Bob Dylan's upcoming album, *Love and Theft*. The track "Po Boy" is available at WindowsMedia through Sept. 20. The download times out after one year. Dylan's album is by **BRIAN GARRITY**

CenterSpan Communications, owner of the Scour file-sharing network, says it intends to enter the on-demand streaming business. The company has developed a peer-to-peer streaming audio technology that pulls together a streamed file from multiple sources on CenterSpan's network, instead of just one central server. In traditional streaming schemes, a computer server hosting streamed content creates a series of one-to-one connections with the media players of individual users receiving the stream. The technology is not expected to affect the listening experience. CenterSpan says the advantage of the service is "substantial savings in bandwidth and server infrastructure costs," because the content stream is broken into many file segments, rather than delivered as a single, large package. CenterSpan plans to offer on-demand streaming functionality on Scour and its white-label service C-star when they launch in the fourth quarter. **BRIAN GARRITY**

CIRCUIT CITY.

offer "additional customer benefits together in the future."

Circuit City president/CEO W. Alan McCollough said in a statement that the agreement "will serve as a revenue generator for both companies." Amazon chief executive Jeff Bezos called the deal a convenience boon to Amazon shoppers. "For electronics shoppers who want their merchandise right away, our new in-store pickup option is a great way for them to get exactly what they want, when they want it."

amazon.com

Circuit City officials say the deal will not reduce the number of retail sales any time soon. The company is already working with Alliance Entertainment on the fulfillment of CD, DVD, and game sales through Alliance's e-commerce property known as theStore24. That deal was announced last fall.

But the agreement with Circuit City does mark the latest move by Amazon to provide online distribution and fulfillment services to third parties—a business being targeted by such office music and video distribution powers as Alliance and Handieman.

As part of that effort, Amazon recently launched a co-branded e-commerce site with Borders Group, which is called Borders.com but is operated by Amazon. Additionally, Amazon has deals in place with the likes of Toysrus.com and America Online, which enable them to use Amazon's online retail platform for varying aspects of their businesses.

Declarations Of Independents..

by Chris Morris

RYKO HITS THE QUARTER: New Orleans-based Ryko Distribution brought its annual sales road show back to New Orleans Aug. 8-11, when the distributor and its 16 labels set up shop at the Hotel Monteleone in the Big Easy.

Anyone who was watching the Weather Channel immediately knew the Ryko corral hit town, because tropical storm Barry was threatening to swamp the festivities. But, Ryko Distribution president Jim Cuomo says drolly, "I called up the National Weather Service, and I bought a couple of programs and sent them a bunch of cleans." And thus, the day was saved.

Ryko, which became part of a free-standing operation again earlier this year, after Rykodisc parted company from Palm Pictures—has had a profitable year so far. Its biggest success story has been Ewa Cassidy's *Bliss Street* hit *Long*. Cuomo says the late vocalist's *Songbird*, "the biggest release we've had," has shipped at nearly gold levels, and four other titles have shipped in the 250,000- to 350,000-unit range.

"For three years in a row, we had 35% growth... But I have 30% fewer labels than when I walked in the door four years ago," he says that Ryko's volume has quintupled in that period.

In New Orleans, Ryko introduced a new label to its staff: High Note, the long-running jazz imprint, had been with City Hall after a stretch at now-defunct MCA. Another relatively recent Ryko signing, Majaz, made its first convention appearance. The conference was a nod to the label's past: Records, Rykodisc co-founder Rob Simmonds' label, to the Ryko fold.

During its session, Miami-based DM Records announced that it had acquired the assets of the now-defunct Atlanta-based Ichiban Records and its resister key titles.

Sales conference showcases included a Storyville presentation by ex-Bad Livers banjoist and Tennessean artist Danny Barnes, Alligator's piano-pounding blues mace *Marcia Ball*, and Texas Music Group's Monte Montgomery's *Over the Hill*, featuring the band's 1993's *Starring Six Degrees* Michael Franti & Spearhead; and a Majaz session at the Bombay Club by Rene Marie.

Rykodisc, the distribution company's sister firm, mounted a showcase of its own at Tipitina's, bringing in Cattle Curtis (backed by ex-Blood Oranges guitarist Jimmy Ryan) and The Chicago power-pop band Mathew.

If the Ryko conference sounds like a mix of music and high-tech sales labber than most such sit-downs, it was by design, according to Cuomo: "This was a celebration of the clan."

FLAG WAVING: After a period of attending to their other projects, the Portland, Ore., duo Quasi is back with not one but two projects for Chicago's Touch & Go Records: the new studio album *The Secret of God* and a reissue of the self-released 1995 set *Early Recordings*.

Drummer Janet Weiss may be better known as the lead-singer for Sleater-Kinney, while keyboardist-



QUASI

guitarist Sam Coomes has most recently toured with Elliott Smith.

"Both of us have been touring heavily in the past," Weiss says. "It was due time to give Quasi some attention."

The twosome (once married, now divorced) show off the full range of Quasi's talents on the new releases. *Early Recordings*, cut in 1993-94, is the more primal of the two and is largely instrumental.

"It's a bit shocking to listen to," Weiss says. "It's so primitive-sounding. I appreciate it as a document of our lives at the time. It sounds very spontaneous. Now we agonize over things for days and days and years."

Plenty of care went into the layered recording of the bittersweetly panned, skillfully sculpted pop songs (mostly written by Coomes) on *The Secret of God*. Weiss and Coomes decided to co-produce the album themselves and may have lived to regret it.

"It was truly brutal," Weiss admits. "There were moments when we put our faces in our hands and wept."

The effort paid off beautifully, though, and Quasi now prepares to hit the U.S. road for a month in September and October. The band members had to make the effort to clear their schedules for the tour.

"It takes organization and cooperation and planning by all the parties involved," Weiss says. "We pretty much have to plan the whole year out."

Retail Track..

PULLING A TURTLE OUT OF A HAT:

With the Aug. 9 completion of its acquisition of the 64 Warehouse stores, the Music Network has a lot going on these days. Not only is it the fastest-growing music specialty chain in the U.S., having more than doubled in size to 115 units, but it has moved into a new warehouse, is installing a new distribution system, has set up a new revolving credit facility, and will introduce a new logo for its stores.

The new warehouse, which went live in June, takes in 82,000 square feet, up from the 41,000 square feet of the old headquarters building. As part of the move, the company is installing a new distribution system from Pre-



PARKERSON

lude Software, according to Michael Parkerson, chairman/CEO of the Norcross, Ga.-based chain.

Parkerson says the new distribution system will allow the chain to totally automate the warehouse, with such capabilities as batch picking and random storage. That distribution system is scheduled to go live Sept. 1, but, he says, it more likely will happen Oct. 1.

The company is gearing up to change all its stores to the Turtle's logo, a defunct name that once upon a time was prominent in the Southeast, when Alan Levinson, director of Southern retail operations, owned a chain by that name. That chain was sold to Super Club in 1990, which was sold to Blockbuster, which in turn was sold to Warehouse, with the logo going to the Music Network in the recently concluded Warehouse deal.

To pay for the Warehouse stores, the company used funds from its new \$30 million acquisition and growth credit facility from Wells Fargo Retail Finance. That credit facility also serves as a revolver to finance operations, which represents a tenfold increase above the old \$3 million revolver, supplied by the Finova financial firm. The new revolver is asset-based, which means that the bank is senior to all vendor claims.

While many retailers have found

that the credit market has tightened during the past two years, Parkerson says that the Music Network didn't experience much difficulty in getting a new loan facility, thanks to its track record. He says five banks were vying to lend the chain a loan. Sure, some of them had concerns about the Internet. But his response to them was that digital projects "will only be a component. It will only be 15% or 20% down the road, and the major retailers will still play a big part."

Parkerson notes that his chain has not entered the commercial online arena because he doesn't think the delivery of physical goods ordered over the Internet will get much bigger than it is now. The company does have two informational Web sites: one for consumers and one for accounts that buy from the company's one-stop.

Parkerson says that there may be a role for Music Network to play on the Internet—but at a later date. "I don't think we are finished growing, but we are finished for a little while."

GETTING CREDIT: In recent issues, Retail Track has covered how the majors' Internet plans are not only hurting the share price of publicly traded music merchandisers but are also resulting in banks tightening the credit lines of merchants. Since the Music Network was successful in getting a new, enlarged facility, this columnist called Wells Fargo Retail Finance in Boston to see if it has a different take on the industry than other credit suppliers.

Andrew H. Moser, co-CEO of the financial firm, reports that, indeed, the credit marketplaces are getting more cautious in lending, but that applies to all retail, not just music retail. He noted that some other lenders might also be worried about the Internet and digital music, "but we have a different perspective and platform" when it comes to lending.

First, many executives at the firm come out of retail and still believe "in the long-term viability of brick-and-mortar," Moser explains. "We understand retail cycles and can manage to it, as opposed to other lenders who find themselves being reactive."

Moser adds, "A lot of people are scared about the downloading of music. But in our view, it is not going to replace but will be just another component that has a place in multi-channel retailing. Consumer electronic manufacturers believe that as well. They are still making CD players."

In the long run, "smart retailers with good systems will separate the good from the failing," Moser says. That's why "we are very excited and supportive of the Music Network."



by Ed Christman

Reduced Losses, Less Sales For Valley

BY BRIAN GARRITY

NEW YORK—Amid ongoing management shuffles and talk of a pending merger with rival distributor Alliance Entertainment, Valley Media reports reduced losses but lower sales in its most recent quarterly financial results.

Woodland, Calif.-based Valley posted a net loss for the first fiscal quarter, which ended June 30, of \$2.5 million, or 30 cents per share. This compares with a loss of \$6.9 million, or 82 cents per share, in the same period last year.

Despite stemming its bottom-line loss, revenue was down \$35.4 million, or 20%, from the corresponding quarter. The distributor had net sales for the quarter of \$142.9 million, vs. \$181.3 million the same time a year ago.

The biggest sales drop came from Valley's e-fulfillment business, where revenue declined \$27.4 million, or 44%. E-fulfillment sales were \$34.3 million in the last quarter, compared with \$61.7 million a year ago. Valley attributes the decline to one of its largest customers increasing direct purchases from major suppliers, as well as to "a general absence of viable Internet retailers."

Also slipping was the full-line distribution business. Net sales decreased \$10.6 million, or 10%, to

\$94.9 million from \$105.5 million the year before. Valley says performance in the segment was adversely affected by slow retail sales to large audio retailers and by the sale of its video rental distribution business in April.

Still, not all divisions' figures were down. The rerelease of the Death Row Records catalog helped boost independent distribution net sales by \$2.0 million, or 11%, to \$20.1 million. Valley posted independent distribution sales of \$18.1 million the same time a year ago. Valley also says sales are up due to an expansion of existing market share with certain suppliers.

The company's gross margin as a percentage of net sales increased to 12.6% from 7.8% a year ago, due to favorable pricing terms with customers, a shift in product mix with in the video line as a result of management's decision to exit the rental product line, improved purchasing efficiencies, and higher marketing incentives from vendors.

The company was also able to reduce its general and administrative expenses by \$2.3 million, thanks largely to "a substantial reduction in

the work force." Valley reduced its number of employees from about 1,600 to 1,300 between March 31 and July 31 of this year.

TURNAROUND PLANS

Over the coming year, the company plans to aggressively manage inventories to reduce inventory levels; accelerate collections of accounts receivable; decrease its discretionary spending on general and administrative items; and evaluate opportunities to liquidate non-core assets.

Valley also has to refinance its revolving line of credit and may need to obtain additional equity or debt financing by the end of the first quarter of fiscal 2003 to maintain current operations.

In other Valley news, the company has promoted Lew Garrett from executive VP to president and John Kordic from senior VP of operations to executive VP of operations. Kordic reports to Garrett and CEO Peter Berger.

Garrett replaces former president/CEO Jim Miller, who resigned from the company July 27. Miller had been brought in by chairman Barney Cohen to help turn around the ailing wholesaler. But the Valley board decided it didn't like how the Cohen-led turnaround was going, and in early April it bought in Peter Berger as CEO to complete the process.

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Online Venture Runs Well-Oiled Machine

BY STEVE TRAHMAN

OWINGS MILLS, Md.—Music Machine, an independent retailer based in suburban Baltimore, celebrates its 28th anniversary this September. Store owner Howie Horowitz credits his survival in recent years to the conversion of the store into a thriving click-and-mortar operation.

Music Machine has transformed from a niche retail outlet that focused on rare import vinyl and CDs into a growing mail-order and online business that has more than 25,000 titles up for auction on eBay.com.

"You have to adapt to what is in today's retail music economy," Horowitz says. "You have to carry what Tower and the others don't carry."

The Web site, musicmachine.com, launched in 1998, making the store one of the first indies to capitalize on

the potential of the online market. Music is searchable by genre, artist, title, and song, with more than 10,000 items in the back-room "warehouse."

Horowitz says the store's eBay sales—a part of Music Machine's business for three years—have taken on



an increasingly important role. Music Machine runs daily auctions, with 200-300 going at any one time. Within eBay, Music Machine also has a sub-site for the store, which was launched in June. "It's an excellent way to clear our warehouse overstock."

The company's online operations are an extension of its physical store. The brick-and-mortar retail outlet, located in a small business park, is

open two days a week and by appointment for a dedicated customer base that Horowitz estimates includes more than 10,000 active buyers.

The store boasts two walls of import LPs and another wall of import CDs and singles. Collectible merchandise also figures prominently in Music Machine's store layout. Among the items for sale are a 1971 Rolling Stones Com Pack—a set of two LPs in a snap cover box from Japan—that sells for \$350, a 1990 12-inch vinyl promo of Madonna's "Hanky Panky" from Brazil (\$70), Genesis' first album on gold wax from Japan (\$200), and the Rolling Stones' *Flashpoint* LP on picture disc from Brazil (\$200).

BIG IMPORT BUSINESS

Imported CD maxi-singles and imported boxed sets also rank as big sellers. Horowitz says that two of the more popular items are the U2 two-part maxi-single for "Elevation" on Island and the Elvis Presley *Line Greatest Hits* boxed set on RCA/BMG from the U.K.—a 30,000-unit, limited-edition, numbered-sleeve package featuring several previously unreleased tracks. Last year, the U.K. version of the Beatles' *J* was one of the store's top sellers, with more than 1,000 copies sold at \$35 each.

Music Machine has always supported vinyl. About 65% of its stock consists of LPs, 12-inches, 7-inches, and vintage 45-singles. The balance of inventory is about 25% CDs; the rest is made up of cassettes, posters, books, British magazines, and memorabilia.

By genre, about 50% of the inventory is pop/rock, 30% is heavy metal, 10% is punk/alternative, and 10% is progressive, electronic, and everything else. A limited number of front-line releases are carried at competitive prices, but the primary focus is collectibles.

Suppliers in the U.S. include Classic Records and Sundazed Music, but the majority are overseas, including Phantom Sound & Vision and several proprietary U.K. and Japanese sources.

"There's always something new and hot the kids want," Horowitz says, "so we have to stay on top of everything."

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Sites+ Sounds..

EPIC REMAPS SITE: Epic Records is relaunching its Web site ahead of the label's fall release schedule, which features new albums from Macy Gray, Incubus, Michael Jackson, and Ozzy Osbourne.

While label-specific sites aren't branded destinations for consumers, record companies are nonetheless finding they need slick sites that can host high-profile interactive promotions like Webcasts, full-album listening parties, and chats.

Epic president Polly Anthony calls the label's site a "crucial component of our overall marketing strategy," as the company further moves to take advantage of promotion opportunities related to digital music.

Visitors to the revamped EpicRecords.com (see image below) immediately hear a streaming audioclip from the label's designated Artist of the Week.

Other features on the new home page include Artist on the Rise, a section highlighting up-and-coming label acts; New Music Mondays, a weekly spotlight on a new track; and Watch, Listen & Win, a contest area that gives site visitors the opportunity to win prizes while watching a video or listening to a song from one of Epic's latest releases.

Additional features on the site include a Wireless page, where fans can sign up to have artist news sent to their cell phones, and a games section with such Epic-

themed challenges as a virtual Mosh Pit, a Music Trivia game, a match game, and a target-shooting range. Travis and Ben Folds games are on the way.

EpicRecords.com will soon launch an Epic Urban site, streaming music channel Epic Radio, and a Radio Request Engine.

PRESSPLAY HIRES: Pressplay, the music subscription service being developed by Universal Music Group and Sony Music, has made three senior-level appointments to its programming and marketing teams.

Glenn Kaino has been hired as executive VP, head of programming, and creative director; Alex Luke has been hired as VP of music programming; and Deborah Newman has been named senior VP of marketing.

Kaino comes from Farmclub.com, where he held the same title and worked for Andy Schuen, now Pressplay's CEO. Kaino is responsible for Pressplay's overall programming effort, including creative and technical aspects of the service.

Luke, a 10-year radio veteran and most recently founder of entertainment trading site Spin.com—will be responsible for artist, artist management, and record-label relations for Pressplay, as well as oversee the company's music library.

Newman, an online music veteran, will take on Pressplay's marketing program, including efforts with affiliates MSN, MP3.com, and Yahoo.



by Brian Garrity

Reprise Offers New Order Fans Free Advance Album Streams

BY BRIAN GARRITY
NEW YORK—In a significant step for major-label online promotion, Warner Bros./Reprise Records is teaming with AOL Music to offer New Order fans free streaming access to the band's new album more than a month before it's out Oct. 16 release.

Under the initiative, AOL Music's Spinner.com is streaming New Order's *Get Ready* in its entirety from Aug. 20-27.

Also, Sonic Foundry/Acidplanet.com is hosting a contest to celebrate the Aug. 14 release of the album's first single, "Crystal." From Aug. 20 to Sept. 17, visitors to acidplanet.com who have downloaded Sonic Foundry's free Acid Xpress mixing software will be able to remix the track. The best "Crystal" remixes will be posted on New Order's official Web site, neworderweb.com, and will be submitted to the band for consideration as a future release.

While majors have provided albums prior to release in the past, such sneak peeks are usually offered on a one-time basis and right before the product's release date. More extended free previewing has been limited to brief song clips rather than full tracks.

Kevin Connolly, senior VP/head of AOL Music, said in a statement that the promotion is an example of the

Web offering "unique opportunities that enhance the listening experience."

AOL MUSIC AOLmusic

Jupiter Media Metrix senior analyst Aram Sinnreich calls the promotion a symbolic step for the majors in

'Reprise thinks it can make money this way. Its reasoning is that an advance Internet release tends to generate enthusiasm.'

—PHIL LEIGH,
RAYMOND JAMES & ASSOCIATES

promoting their artists via the Web: "It's a sign that the majors are changing their standards."

Raymond James & Associates analyst Phil Leigh goes one step further, calling the move an "almost radical change" on the part of the majors. "Nothing upset Metallica more than that their music showed up on Nap-

ster before it got into the retail stores. Now it seems that at least one major label believes advance release actually stimulates demand."

Leigh says Reprise takes its cue from file-swapping service Napster, where last year such top sellers as N'Sync, Britney Spears, and Eminem were heavily traded the week before each of their records came out.

"Reprise thinks it can make money this way," Leigh says. "Its reasoning is that an advance Internet release tends to generate enthusiasm for the album, thereby inducing more fans to go to the stores to buy the music when it is available in the CD format."

Sinnreich says in the short run, the major labels likely find aggressive advance promotions most attractive with small- to midsize-selling acts, where the upside from Internet promotion is potentially higher.

TRAFFIC TICKER Top Music Info Sites

Traffic In July

TOTAL VISITORS (in 000s)	
1. aolmusic.com	2,468
2. rollingstone.com	2,430
3. mp3.com	2,034
4. getmusic.com	2,368
5. artistdirect.com	1,785
6. nht.com	1,709
7. launch.com	1,685
8. seniormusic.com	1,653
9. billboard.com	1,171
10. shz.com	1,150

AVERAGE PAGE VIEWS PER VISITOR PER MONTH

1. aolmusic.com	17.8
2. country.com	16.8
3. launch.com	16.2
4. politix.com	12.0
5. mp3.com	12.0
6. billboard.com	7.3
7. nht.com	7.2
8. rollingstone.com	6.5
9. seniormusic.com	5.8
10. shz.com	4.1

AVERAGE MINUTES PER VISITOR PER MONTH

1. aolmusic.com	18.4
2. launch.com	14.7
3. country.com	11.4
4. mp3.com	11.2
5. seniormusic.com	10.7
6. nht.com	9.2
7. politix.com	8.7
8. billboard.com	7.6
9. rollingstone.com	4.8
10. shz.com	4.0

Source: Media Metrix
July 2001. Sites ranked by Billboard Music Metrix online. Figures are the actual number of users who visited each site, without duplication, once in a given month. Includes 60,000 webcasts throughout the U.S. per topic in the Media Metrix sample.

Copyright.net, Publishers Seek MP3.com Injunction

BY ERIK GRUENWEDEL
LOS ANGELES—The music-publishing arm of Nashville-based music file-tracking service Copyright.net and a consortium of 50 independent music publishers have filed a multimillion-dollar copyright-infringement suit against MP3.com, seeking a permanent injunction against the San Diego-based online music company.

The suit, filed Aug. 15 in U.S. District Court for the Southern District of New York, also seeks \$25 million in statutory damages, as well as "more than anyone has asked for so far" in actual damages in a copyright-infringement case, says co-attorney Lauren Kluger, stemming from the "viral distribution" of 1,000 songs whose publishing rights were allegedly infringed by MP3.com and its subscribers.

MP3.com operates the Web's instant-listening service, in which copy-

right material is offered as on-demand streams; according to a Copyright.net statement, consumers can "easily capture and virally 'share' or 'trade' these songs with millions of people participating in the Internet's growing peer-to-peer file-sharing communities."

The argument that streamed files, like downloads, can be traded among peers was first made by the Harry Fox Agency in its copyright-infringement suit against Universal Music Group's Farmclub.com (*Billboard Bulletin*, Dec. 8, 2000).

"Tracking systems can determine how far a song has been distributed [online]," says Kluger, who hopes to get summary judgment based on other successful lawsuits against MP3.com and expects the trial to focus on damages. "We're going for the jugular."

Calls to MP3.com representatives were not returned.



BY EILEEN FITZPATRICK

LOS ANGELES—Finding the actors who played the kids in 1971's *Willy Wonka & the Chocolate Factory* was hard enough, but getting them in one room to reminisce about the precision of the DVD-Video required the precision of a military maneuver.

The classic children's film, which tells the story of a trip to a magical candy factory awarded to five children who discover golden tickets inside Wonka candy bars, is to be released as a special-edition DVD Tuesday (28) by Warner Home Video for \$24.98.

J.M. Kenny, who produced the DVD, says the plan involved grabbing the now grown-up kids—Peter Ostrum (who plays Charlie Bucket), Julie Dawn Cole (Veruca Salt), Denise Nickerson (Violet Beauregarde), Parie Themmen (Mike Teevee), and Michael Bollner (Augustus Gloop)—between appearances at a New Jersey comic book convention last October.

"The convention was so big, we couldn't get a room at the hotel where it was being held," Kenny says. "The only hotel we could get was across the freeway, and we were on a really tight schedule. There was no room for error. If someone would have grabbed or the car was late, the costs to redo this would have been insurmountable."

Warner Packs 'Willy Wonka' Special DVD With Treats



Remarkably, the interviews went off without a hitch, and the next day Kenny and his crew also squeezed in a trip to Connecticut to interview Willy Wonka himself, Gene Wilder.

In addition to the interviews, the

Wonka kids contributed an audio commentary on the DVD, recorded while the actors viewed the film together for the first time. They had not attended the film's premiere because they all lived in Europe, where the film was shot. Flying them and their families to Hollywood had been considered too expensive.

On the commentary, Nickerson and Cole reveal they both had crushes on Ostrum during production and remember the time when Themmen, the most rambunctious of the group, released a jar of live bees used for one scene in the set. "When you've initiated the film and listening to their commentary," Kenny says, "it's like they're sitting right in your living room."

MIXING THE INGREDIENTS

Assembling the elements for the DVD began in January, and with only 10 minutes of behind-the-scenes footage available from the Warner archives, Kenny realized that much of the bonus material he envisioned would have to be created from scratch.

An Internet search located a collector with connections to the *Wonka* kids, and Mel Stuart, the film's director, agreed to let Kenny use the documentary *The Making of Willy Wonka & the Chocolate Factory*, produced specifically for the DVD.

"When we got in touch with [Stuart], his only comment was, 'Please don't make this like a music video,'" Kenny says. "We assured him we wouldn't, and he said, 'What do you need?'"

The director gave Kenny access to a treasure chest of Wonka memorabilia in his office. Among the gems discovered was an on-set home movie, now included on the DVD.

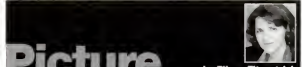
Kenny says, "It's imperative to go to the directors because they live with the films from their inception to the end."

Directors can also explain why certain scenes never make it to the screen. In this case, one deleted scene involved a character scaling a mountain to ask a guru the meaning of life. The guru says if the seeker has one of the golden tickets, he will tell him. When the character replies he doesn't, the guru says, "Life is a disappointment." At test screenings, Stuart says, no one laughed, and the scene was cut.

The story behind that scene is on the DVD, but the actual footage could not be found. "We turned over every rock to find it," Kenny says. "It's probably in someone's garage in Bavaria."

Even though the title was first released on DVD in 1997, it hasn't been readily available in the past year, according to Amazon.com senior editor Doug Thomas. "Warner has pretty much taken it out of circulation, and its release just goes to show how large the DVD market has grown."

The DVD ranks No. 11 on Amazon's pre-order list, and its classic appeal makes it a must-have for any movie fan. Thomas says: "When people look at their DVD collections, they will automatically want to put this one on their shelf."



by Eileen Fitzpatrick

Picture This™

NUMBERS PLEASE: Trying to gather real stats on the home video rental market has often been an elaborate guessing game because of inflated information provided by studios and retailers. That may all come to an end with the new alliance between the Video Software Dealers Assn. (VSDA) and ShowBizData.

Under the joint venture, the VSDA will supply ShowBizData with video rental information for VHS and DVD. Video from its VidTrac Database. In turn, ShowBizData will compile a variety of reports, including individual title tracking, studio market share, forecasting, and studio profiles based on their release schedules.

"SDA president Bo Andersen says, 'We've been trying to expand the reach and capability of our research group, because it's become more and more important for our industry to be more accurate on a global level.'"

The VSDA began VidTrac in 1998 and has now 12,000 storefronts—or half of the U.S. video rental retail base—reporting to the service. Four-year-old ShowBizData got its start compiling industry stats based on box-office reports from Exhibitor Relations.

showbizdata

Through the ShowBizData Web site, anyone will be able to search the video database—for a price. A revenue search for one title will cost \$5, seeing how the title has done on a weekly basis will cost an additional 50 cents per week, and a list of the top 200 box-office grossers will cost \$100. A hand forecast function that projects revenue of a certain title based on the past performance of similar titles will cost \$10. ShowBizData founder Oliver Eberle says the service will be targeted to studios and retailers: "The video data fills an important gap and opens up a whole other world for us."

The Web site has a monthly fee of \$29.95, but the data can only be accessed on a pay-per-view basis. Showbizdata.com has 2,300 paid subscribers and more than 70,000 registered users.

In addition to studios, Eberle says, film producers and actors are also in the target market. That could open up a can of worms if their studios' accounting reports from the past year don't jibe with the ShowBizData info.

As impressive as ShowBizData's stats are, the lack of sell-through data is a huge oversight. Eberle says the company wants to include that infor-

mation later. VideoScan, the leading tracker of VHS/DVD retail sales, declined to comment.

With a few adjustments, such as revising that pay-per-view structure, the ShowBizData Web site could turn out to be a valuable source for accurate information on the video industry—information that has been badly needed since the industry was born more than 20 years ago.

'SNOW WHITE' SNEAK: The *Snow White* and the Seven Dwarfs DVD doesn't arrive in stores until Oct. 9, but consumers can get a preview of it by visiting SnowWhiteDVD.com.

Visitors can enter five draws to view animation clips from the disc, play games, and hear a preview of the new *Baha Men* single "Who Woke Snow White Up." The track is on the *Disney Radio Jams 4 CD* but not the DVD.

Consumers can also pre-order the disc on the site. When the order is posted, they can download a mail-in graphic document for the *Disney* site. The site will be disabled at street date.

Meanwhile, sister division Touchstone Home Video will release *TriStar Harbor* in three different configurations. On Dec. 4, a two-disc DVD that includes a historical documentary, the *TriStar Harbor* video of *There You Be*, and an introduction by director Michael Bay will list for \$29.99.

The same day, a 60th anniversary commemorative gift set will be available on DVD for \$49.99. This set includes all the features of the \$29.99 set, plus the 53-minute documentary *National Geographic Beyond the Movie: Pearl Harbor* and a map.

On Jan. 15, the studio will release the film as part of its "Vista" series, which presents the director's cut of the film, with scenes deleted from the theatrical version. The *National Geographic* documentary is also included, as are additional featurettes, secrets behind the filming of the movie's battle scenes, and filmmaker commentaries.

Oddly enough—and perhaps in an effort to propel post-holiday sales—the three-disc set, which contains the most features of the three versions, is priced at \$39.99, \$10 cheaper than the commemorative gift set.

DVD LOWDOWN: On Oct. 30, Columbia TriStar Home Entertainment is lowering the price to \$14.95 on eight titles that were featured in the *TriStar Big Chill*, *About Last Night*, *Guarding Tess*, *It Could Happen to You*, *Maximum Risk*, *Jack of the Liar*, *The Messenger*, *The Story of Joan of Arc*, and *Whatever It Takes*.

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Downloaded from a national sample of retail stores and subscription sources, collected, coded, and analyzed by Webdemon.

Example from a current episode of <i>Smallville</i> and its companion episodes: <i>Reflected</i> , <i>Offspring</i> , and <i>Genesis</i> by <i>Maxwell</i> .										
LAST WEEK		THIS WEEK		TITLE Label/Distributing Label & Number		PRINCIPAL PERFORMERS		YEAR OF RELEASE	RATING	PRICE
1	NEW			NUMBER 1		I (aka: I-1)		2001	G	\$24.99
2	1	4		THE BOOK OF POOH: STORIES FROM THE HEART <i>(Hollywood Video Home Video Series: Disney's Winnie the Pooh)</i>		Animated		2001	G	\$24.99
3	NEW			RUGRATS: ALL GROWN UP <i>(Nickelodeon Video Home Video Series: Nickelodeon)</i>		Animated		2001	NR	\$12.95
4	2	16		THE EMPEROR'S NEW GROOVE <i>(Hollywood Video Home Video Series: Walt Disney Home Entertainment)</i>		Animated		2000	G	\$26.99
5	3	7		BRING IT ON <i>(Hollywood Video Home Video Series)</i>		Kristen Dunst		2000	PG-13	\$14.99
6	NEW			THE LITTLE BEAR MOVIE <i>(Paramount Home Video Series: 1914)</i>		Animated		2001	G	\$24.95
7	NEW			DRAGONBALL Z: LORD SLUG (UNEDITED) <i>(Lionsgate)</i>		Animated		2001	NR	\$19.95
8	5	2		TRUMPET OF THE SWAN <i>(Lionsgate)</i>		Animated		2001	G	\$19.96
9	4	9		COYOTE UGLY <i>(Paramount Home Video Home Video Series: Home Entertainment)</i>		Piper Perabo Adam Garcia		2000	PG-13	\$14.99
10	23	42		AMERICAN PIE (SPECIAL EDITION) <i>(Universal Studios Home Video Series)</i>		Jason Biggs Alyson Hannigan		1999	R	\$19.98
11	9	19		RUSH HOUR <i>(Hollywood Video Home Video Series: Home Video)</i>		Jackie Chan Chris Tucker		1998	R	\$14.95
12	11	44		BIG DADDY <i>(Columbia TriStar Home Video Series)</i>		Adam Sandler		1999	PG-13	\$9.95
13	20	4		POWER RANGERS: IN 3-D <i>(Warner)</i>		Various Artists		2001	NR	\$14.98
14	NEW			DRAGONBALL Z: LORD SLUG (EDITED) <i>(Lionsgate)</i>		Animated		2001	NR	\$14.95
15	12	20		102 DALMATIANS <i>(Hollywood Video Home Video Series: Home Entertainment)</i>		Glenn Close		2000	G	\$24.99
16	NEW			BOB THE BUILDER: PETS IN A PICKLE <i>(Lionsgate)</i>		Animated		2001	NR	\$14.99
17	7	7		CHARLIE'S ANGELS <i>(Columbia TriStar Home Video Series)</i>		Cameron Diaz Drew Barrymore		2000	PG-13	\$19.96
18	15	10		THE ORIGINAL KINGS OF COMEDY <i>(Paramount Home Video Series)</i>		Steve Harvey D.L. Hughley		2001	R	\$14.95
19	6	3		THOMAS THE TANK ENGINE: THE BEST OF PERCY WITH TOY <i>(Hollywood Video Home Video Series)</i>		Animated		2001	NR	\$14.98
20	17	31		DR. DOOLITTLE <i>(Hollywood)</i>		Eddie Murphy		1998	PG-13	\$9.98
21	19	12		STEPMOM <i>(Columbia TriStar Home Video Series)</i>		Julia Roberts Susan Sarandon		1999	PG-13	\$9.95
22	34	23		YOU'RE INVITED TO VACATION PARTIES <i>(Hollywood Video Home Video Series)</i>		Mary-Kate & Ashley Olsen		2001	NR	\$14.95
23	NEW			STUART LITTLE <i>(Columbia TriStar Home Video Series)</i>		Geena Davis Michael J. Fox		2001	PG	\$24.96
24	16	17		RUGRATS IN PARIS: THE MOVIE <i>(Nickelodeon Video Home Video Series)</i>		Animated		2000	G	\$22.95
25	18	15		MISS CONGENIALITY <i>(Hollywood Video Series)</i>		Sandra Bullock		2000	PG-13	\$22.98
26	25	39		AUSTIN POWERS: THE SPY WHO SHAGGED ME <i>(New Line Home Video Home Video Series)</i>		Michael Myers Heather Graham		1999	PG-13	\$9.94
27	24	29		THE WEDDING SINGER <i>(Hollywood Video Home Video Series)</i>		Adam Sandler Drew Barrymore		1997	PG-13	\$9.94
28	30	10		THE QUEENS OF COMEDY <i>(Paramount Home Video Series)</i>		Mimi Lerner Jayne Adams		1996	R	\$14.95
29	22	7		BLUE'S CLUES: PLAYTIME WITH PERIWINKLE <i>(Nickelodeon Video Series: Nickelodeon)</i>		Not Listed		2001	NR	\$9.95
30	21	10		ME, MYSELF & IRENE <i>(Hollywood)</i>		Jim Carrey Renée Zellweger		2000	R	\$14.98
31	37	5		BOB THE BUILDER: CAN WE FIX IT? <i>(Lionsgate)</i>		Animated		2001	NR	\$14.99
32	18	25		THE LAST WORLD: JURASSIC PARK <i>(Universal Studios Home Video Series)</i>		Jeff Goldblum Richard Attenborough		1997	PG-13	\$22.98
33	32	33		INDEPENDENCE DAY <i>(Hollywood)</i>		Will Smith Jeff Goldblum		1996	PG-13	\$9.98
34	NEW			RUGRATS: DECADE IN DIAPERS <i>(Nickelodeon Video Series: Nickelodeon)</i>		Animated		2001	NR	\$25.00
35	31	32		THE MASK <i>(Hollywood Video Home Video Series: Home Entertainment)</i>		Jim Carrey		1994	PG-13	\$9.94
36	NEW			ELMO'S WORLD: BIRTHDAYS, GAMES, & MORE <i>(Hollywood Video Series)</i>		Sesame Street Muppets		2000	NR	\$9.98
37	26	75		JURASSIC PARK - <i>(Universal Studios Home Video Series)</i>		Sam Neill Liam Nees		1993	PG-13	\$9.98
38	NEW			BOB THE BUILDER TO THE RESCUE! <i>(Lionsgate)</i>		Animated		2001	NR	\$14.99
39	NEW			CHILD INTENTIONS <i>(Hollywood Video Series: 1917)</i>		Renée Zellweger Ryan Reynolds		1999	R	\$14.95
40	2	1		ALLOUSARUS: A WALKING WITH DINOSAURS SPECIAL <i>(Hollywood Video Series: 1917)</i>		Various Artists		2001	NR	\$9.99

● **RIAA gold cert.** for sales of 50,000 units or \$1 million in sales at suggested retail. ▲ **RIAA platinum cert.** for sales of 100,000 units or \$2 million in sales at suggested retail. ◆ **RIAA gold certification** for a minimum of 125,000 units or a dollar volume of \$3 million at retail for theatrically released programs, or of at least 25,000 units and \$1 million in suggested retail for nontheatrical titles. ◆ **RIAA platinum certification** for a minimum sale of 250,000 units in a dollar volume of \$14 million at retail for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical titles. © 2001, RIAA/RIAA Communications.

POST DATE	LAST WEEK	WEEKS ON CHART	CD TITLE	WEEKS ON CHART	PEAK POSITION	ARTIST	PRICE
			CD Title has a revised sample of total sales and copyright reports reflected, copied and provided by MusicScan				
			Label/Distributing Label & Number				
			① NUMBER 1 ①			1 Week At #1	
1	NEW		The Mexican			Julio Iglesias Epic 850	\$9.98
2	NEW		Chocquet			Juliette Branchie Johnny Dog	PG-13
3	NEW		Where Was I Born?			Kevin Costner RCA	\$9.98
4	NEW		American Pie-Ultimate Edition (Revised Version)			Joan Baez Arista	NR
5	2		Rebecca: School's Out			Animaniac Polygram	\$9.98
6	1	2	The Brothers			Marlee Cheatum D.L. Hughes	\$9.98
7	3	4	The Family Man			Nicolas Cage	PG-13
8	4	10	Crouching Tiger, Hidden Dragon			Chow Yun-Fat Hsiang-Tsueh	PG-13
9	6	7	Unbreakable			Bruce Willis Samuel L. Jackson	\$9.98
10	7	9	Cherry			Tom Banks Hellen Hunt	\$9.98
11	5	27	Rush Hour			Jackie Chan Chris Tucker	PG-13
12	8	6	Seatch			Bernie Del Toro Grand Pat	\$9.98
13	NEW		Shogun			Elizabeth Berkley Kyla MacLachlan	\$9.98
14	10	3	Thirteen Days			Kevin Costner	PG-13
15	NEW		Kings			Woody Herman Big Murray	\$9.98
16	11	6	The Wedding Planner			Jennifer Lopez Matthew McConaughey	\$9.98
17	NEW		The God, The Bird & The Ugly			Cliff Easwood	NR
18	9	3	Valentine			Dave Bonanza Denise Richards	\$9.98
19	14	9	O Brother, Where Art Thou?			Gary Oldman George Clooney	\$9.98
20	15	11	Tuff			Michael Douglas Bernie Del Toro	\$9.98
21	16	8	Save The Last Dance			Julie Stiles	\$9.98
22	12	4	Dove Lake			Edie Griffin Grande Jones	PG-13
23	20	2	American Pie-Ultimate Edition			Joan Baez Arista	\$9.98
24	17	9	The Matrix			Keanu Reeves Laurence Fishburne	\$9.98
25	13	5	Down To Earth			Chris Rock	PG-13

[illegible]

◆ IMA gold certification for a minimum of 25,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or if at least 25,000 units and \$1 million suggested retail for nontheatrical sales. ◆ IMA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical sales. ©2001, SilverScreener Communications

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The role of the Music Board of Ireland is to be:

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PROGRAMMING

PDs Keep Eye On Census Figures

Arbitron's Recasting Of Markets' Ethnicity Could Hurt Country Shares

BY ANGELA KING

Airplay Monitor
NASHVILLE — Arbitron will begin incorporating Census 2000 figures, along with other data used to calculate the ethnicity of markets, into its fall 2001 report, and many programmers are being warned that the Hispanic population data provided by the U.S. Census Bureau could drastically change the way diaries are weighed in some markets.

Arbitron will begin asking respondents for their race and ethnicity in every market, meaning that some PDs will, for the first time, have a handle on the size of their market's Hispanic population. Programming for the Hispanic audience has long been a concern for country programmers in such markets as Miami, San Antonio, and Los Angeles. But what about such cities as Cincinnati, Minneapolis, and Omaha, Neb., which haven't previously been thought of as strongholds of Hispanic listening?

Some programmers in the format are concerned that country shares across the board may dip after Arbitron incorporates the Census 2000

data, but most PDs say it's too early to tell. Other veterans of traditionally Hispanic markets say stations that have previously ignored this audience will regret that decision in the future.

BUT DOES IT MEAN ANYTHING?

WUBE (8105) Cincinnati PD Tim Closson says, "When I worked in Los Angeles and Houston, we had to deal with the Hispanic population. We had to take that into consideration with anything we did. Same thing for Phoenix. But Cincinnati? It's an issue that I never had to worry about."

WHYYAY Atlanta operations manager Dene Hallam has noticed a jump in Hispanic listening in his own market and is wondering how country stations across the board will fare when the new data is incorporated.

"The more Arbitron reflects and gets more accurate on the changing face of America, the more it's going to water down the country shares we already have nationwide," he says. "Even if we stay the same, our share may go down. We may be doing just fine, the music may be just fine, and the index may go down."

Arbitron has made the current 18-plus population figures for Hispanics available on its Web site for programmers to look at as "indicative but not definitive" numbers that will be used in the fall ratings period. Arbitron VP of communication Tom Mocarsky warns that these are only 18-plus figures and they could change when they are adapted to 12-plus. He also warns PDs not to worry about large jumps in the Hispanic population if the market penetration number doesn't change significantly.

In a statement on the Arbitron Web site, senior demographer Dan Estersohn calls the Census 2000 data a "baseline" and only "one of many sources used to produce estimates of total population."

During the fall 2001 ratings period, Mocarsky says, Arbitron will start "asking the race ethnicity question everywhere. We need to have some information about markets we don't normally produce. There will be information to be used in all markets." Mocarsky thinks the research's outcome will give some PDs a better idea about their own market compositions.

While most PDs are taking a wait-and-see attitude, Hallam says they will need to "keep the new Arbitron data in mind when we're programming and selling our numbers, so agencies aren't unnecessarily alarmed when country shares fall off after the fall 2001 book. Whenever there's a change with Arbitron data, you need to keep that in mind when analyzing book to book. I don't think it'll bring massive changes, but someone at an agency looking at a four-book average—and your station is down three-tenths—may say, 'Wow, what happened? Country's off.'"

Angela King is a reporter for Country Airplay Monitor.



Endless of the Road. Roadrunner act Nickelback recently appeared at modern rock KNDI Seattle's Endless. Pictured, from left, are a satisfied but unidentified fan, KNDI PD Phil Manning, Nickelback's Chad Kroeger and Ryan Peake, Roadrunner's Jason Martin, and the band's Ryan Vikeval.

NEWSLINE...

Congress may be in recess. But the Federal Communications Commission (FCC) is busy dispensing fines. Radio One, which recently closed its \$190 million purchase of Blue Chip Broadcasting, giving it 65 stations in 22 markets, got slapped with \$21,500 in fines. Here's the tab for WBOT (Hot 97) Boston: \$10,000 for lacking a public-inspection file at the main studio, \$8,000 for failing to have emergency alert equipment (Radio One blamed shipping delays), \$2,000 for not having any operating power logs, \$1,000 for a lack of station logs, and \$500 for not having a toll-free number.

KATY BACHMAN

The transition to digital radio won't be anything like TV's troubled transition to high-definition TV, radio operators promise. About one-third of commercial TV stations won't make the May 1, 2002, deadline to adopt the digital standard, according to the National Assn. of Broadcasters (NAB), which recently submitted a report to the FCC. While some stations are awaiting the delivery of digital equipment, others are facing financial hurdles, NAB president Eddie Fritts says. Even if all the stations did make the transition, consumers aren't snapping up the new TV sets to receive the digital signals.

KATY BACHMAN

Carson Daly, a nationally syndicated personality for Clear Channel's Premiere Networks arm, is adding more TV to his schedule. The host of MTV's *Total Request Live*, Daly signed on to host *Later*, which NBC is reviving next year. In January, Daly signed with Premiere to host the daily weeknight show *Most Requested* and the weekend program *Alternative World*.

KATY BACHMAN

WHAT'S THE HISPANIC POPULATION DIFFERENCE? MARKETS WITH GREATEST GAINS*

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ORLANDO, FLA.	135,700	179,542	24.4%
PORTLAND, ORE.	89,400	117,571	24.0%
SALT LAKE CITY	83,100	107,499	22.7%
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I'd like to thank everyone at AIR for their support and musical guidance. While my position as P.D. at WXRK forces me to specialize in listening to and programming rock and alternative music, the AIR Masters Competition helped me stay aware of not only WXRK music like Crazytown and Creed, but also a wide variety of musical genres. The overall perspective developed by participating in AIR helps me perform in a competitive market place, while satisfying my personal interests in a broad spectrum of music. This, and a tremendous staff at WXRK have given me a great sense of pride and accomplishment. After a long association with Jonas, Dave, Joe, and Bruce, chalk up another in the WXRK win column... THANKS AGAIN, AIR!!!

AIR would like to congratulate Steve Kingston for his victory in the second AIR Masters Competition.

Over the years Steve has shown true talent in recognizing the hit potential of records regardless of format. In AIR Masters Competition II he was able to accurately predict the chart topping success (Billboard Hot 100) of such now well known artist as, Outkast, Train, and Faith Hill. It all starts with listening, and Steve has shown that his passion and instinct for music, makes him a winner. We are proud to have Steve Kingston become AIR's Second Grand Master!



BETWEEN THE BULLETS

A LOOK BEHIND THIS WEEK'S CHART ACTION

Over The Counter



by Geoff Mayfield

WAITING FOR MAXWELL: Sometimes good things do arrive for those who wait. Once suggested as a March or April release, *Maxwell's Now* didn't hit stores until Aug. 21. Based on first-day sales from music chains, the neo-soul stylist is on course for the biggest sales week of his career, with a shot at earning his first No. 1 album.

Maxwell appears to be headed for a sum in the range of 250,000 units, which would give his *Now* a solid chance to approach *Now 7*, the multi-act hits set that rules The Billboard 200 for a third straight week. The current champ moves 278,500 units this issue, down 29% from the prior issue; it has scanned 1.3 million since its release.

In sharp contrast to last issue, where three new albums crashed the top five, the big chart sports a quiet top 10. The latest *N. Sine* album has its first frame below 200,000 units and its first week lower than No. 2 (No. 3, 167,000, down 31%), a slide that allows *Alicia Keys* to claim the runner-up slot, despite her own 6% erosion (180,000).

The big deal near the top of the chart is the *American Pie 2* soundtrack, which climbs into the top 10 with its third straight Greatest Gainer award (26-7, 109,000 units).

HERE, THERE, AND EVERYWHERE: SoundScan calculated that almost 29,000 albums were released last year (*Billboard*, April 28). That staggering bulk illustrates why the odds against getting a new artist off the ground are almost as great as winning a big prize in a crooked McDonald's promotion—which explains why



Maverick is over the moon about the launch of rookie *Michelle Branch*. Weighing in with almost 16,000 units, the 18-year-old *The Spirit* album enters The Billboard 200 at No. 97, bypassing the Hooters chart.

The label began planting seeds at the National Assn. of Recording Merchandisers Convention in Branch, playing tracks for key music accounts. In June, Branch played showcases

for retail and press in seven markets, including Los Angeles and New York City. Around the same time, lead track "Everywhere" went to adult top 40 radio and has since spread. It's now No. 11 on Adult Top 40 and No. 30 at Top 40 Tracks, and it has garnered enough airplay to earn the Hot Shot Debut, at No. 62, on The Billboard Hot 100.

The video has become an evergreen on MTV's *Total Request Live*, where Branch is scheduled to perform Friday (24). "Everywhere" also showed up on VH1, Nickelodeon, and Fox Family two weeks before street date, and Branch played *Late Night With Conan O'Brien* Aug. 14, the day her album hit stores.

RULE BOOK: In 1997, when *Billboard* revised its catalog album criteria to 2 years old and below No. 100 on The Billboard 200, a guiding force was that it would be unlikely for such an album to remain viable at radio. Leave it to country radio to prove us wrong, as *Shedaddy's* "Still Believin'" cut for the Hot Shot Debut at No. 27 on Hot Country Singles & Tracks, even as its parent album, *The Whole Shebang*, reached its second anniversary. We thus made a commonsense exception to the rule, allowing the album to retain current status until last issue, after "Holdin'" peaked at radio. The set is now No. 6 on Top Country Catalog Albums.

We find ourselves in similar waters with *Disco Chicks' Fly*, which finds an eighth track, "Heartbreak Town," bulleting at No. 26, even as "Some Days You Gotta Dance" waits in the wings. So, *Fly* will remain current for the time being, and just in case you think people don't take our chart rules seriously, questions about *Shedaddy's* extension drew a letter from France and an e-mail from the Dominican Republic—not from label executives, mind you, but from civilians.

POTPOURRI: Alison Krauss & Union Station garner their first week ever, as 37,500 copies secure the Hot Shot Debut at No. 3 on Top Country Albums and the No. 35 slot on The Billboard 200. That beats 23,000 units found by 1999's *Forget About It*, which entered the country list at No. 5... Fanned by exposure from public-television video drives and other TV appearances, *Russell Watson* saw a 53% gain last issue, when he re-entered The Billboard 200 at No. 147. He's still rolling with a 55% spike, good for No. 101 on the big chart and a 13th week atop Top Classical Crosses... With stops on QVC and *Live With Regis & Kelly*, actor-turned-singer James Darren saw both his Concord albums reach last issue's unpublished Top Jazz Albums chart, with a majority of sales on this title coming from the cable channel. Both titles, minus QVC in play, his new *Because of You* falls just shy of the list.

Singles Minded



by Silvio Pietroluongo, Minal Patel, Wade Jensen

KEYS LOCKED IN: Alicia Keys maintains her lead on both The Billboard Hot 100 and R&B/Hip-Hop Singles & Tracks for a third straight week with "I'm Real." Keys fended off strong radio gains for "I'm Real" by Jennifer Lopez, which holds at No. 2 on the Hot 100, while moving 5-2 on the R&B chart. "Real" gains 2 million listeners at R&B radio and 9.5 million overall and may overtake "Fallin'" on either or both charts next issue. "Fallin'" loses 3 million listeners at R&B but is up 7.5 million overall, for a total Hot 100 Airplay audience of 123 million.

On the Hot 100, *Janet Jackson's* "Someone to Watch Me Fall" falls just a tad short. "Someone" sells well enough (45,000 units) to debut at No. 1 on Hot 100 Singles Sales but not quite at the level needed to get to the top of the main chart. In the end, "Lover" falls 6,500 units to No. 1, climbing 12-3 on the Hot 100. Besides "Real," the next track with a shot at No. 1 on the Hot 100 and R&B/Hip-Hop Singles & Tracks is *Edgely's* "I Wanna Be the Party" featuring Nelly. A CD and mass-CD hit stores Aug. 28 and affect the charts in two weeks.

'HIGHS TIMES: *Afroman's* "Because I Got High" earns the Greatest Gainer/Play award on The Billboard Hot 100 for a second consecutive week, climbing 32-20 with a song that has become one of the biggest reacting records (or should we say *highest reacting*) of the year.



"High" has taken off at radio formats as diverse as rock and R&B, with top 40 falling in line as well. The could be attributed more to the song's novelty factor than rock radio's recent acceptance of rap songs.

"High" has received exposure on *Howard Stern's* nationally syndicated radio show and in TV and radio ads for the movie *Jay and Silent Bob Strike Back*. Recently, MTV added a re-edited version of the video into rotation after some initial reluctance about the clip's content. *Afroman's* debut album, *The Good Times*, has been rush-released to hit stores Aug. 28. *The Jay and*

Silent Bob soundtrack, which also houses the chart, wins the percentage-based Pacesetter award on The Billboard 200, climbing 92-55.

BETTING HIS BOOTS: Blake Shelton digs his heels in for a fourth week atop Hot Country Singles & Tracks and Top Country Singles Sales. "Austin" dips 91 detections to 6,077 on the most-played chart, but handily fences out *Toby Keith's* "I'm Just Talkin' About Tonight" at No. 2 (5,677 detections) for a third straight week.

Shelton is the fourth new artist in the Broadcast Data Systems (BDS) era to hold court for four straight weeks at No. 1 on the radio chart. If he manages a fifth, Shelton would join *Billy Ray Cyrus* as the only new artist to achieve such a lengthy stay with a first single. (Cyrus notched his five-week reign in spring '92 with "Achy Breaky Heart.") On Top Country Singles Sales, "Austin" scans 10,500 copies, roughly 7,000 more than the No. 2 title, *Cyndi Lauper's* "What I Really Mean to Say."

ALLIED UP: For the first time since *Billboard* began using BDS in 1991, there is a tie for No. 1 on the Adult Contemporary chart, as *Dido's* "Thank You" and *Faith Hill's* "There You'll Be" both have 1,595 detections for the week.

For each of our detections-based charts, we have a series of tie-breaker rules for such instances. A song with a gain in detections is always placed first if it ties a song that declines in value. In this case, "Thank You" and "There" both lose detections, so we move on to the second tie-breaker: total stations on the radio panel playing the track. No help there, as 79 of the 81 stations on the panel are playing each song. The third determining factor is which has the largest gain or, in this case, smallest decrease. "Thank You" ends up at No. 1, as it is down 15 plays for the week, while "There" loses 125 spins. Oddly enough, there is also a tie for the chart's last position. *Janet Jackson's* "Someone to Call My Lover" reaches No. 30 with 153 detections, the same total as *Shedaddy's* "Still Believin'." When it's over by *Sugar Ray*, both songs gain detections, but "Someone" is played on more stations, so it makes the chart.

TRICKY MOVE: Propelled by gains at retail and radio, *Trick Daddy* has his first top 10 single on R&B/Hip-Hop Singles & Tracks with "It's a Thug," which moves 11-5. It leaps 68-41 on the R&B/Hip-Hop Singles chart with a 33% increase, while also moving to No. 10 on R&B/Hip-Hop Airplay, raising its audience by 3.4 million. As a result, "It's a Thug" and "Area Codes" by *Ludacris Featuring Little Dogg* swap positions on the Singles & Tracks and Airplay charts, with the latter earning a backward bullet. "Codes" gets a 2 million gain in audience, thereby retaining its bullet.

WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	ALBUM	PEAK POSITION	WEEKS ON CHART	LAST WEEK	WEEKS ON CHART	ARTIST	ALBUM	PEAK POSITION
			NUMBER 1			3 Weeks At Number 1			PACESSETTER		
1	1	3	VARIOUS ARTISTS	Various Artists	Now 7	49	40	30	VARIOUS ARTISTS	Various Artists	6
2	2	3	ALICIA KEYS	Alicia Keys	Now 1	51	66	17	TIM MCGRAW	Tim McGraw	2
3	3	3	"N SYNC	N Sync	Songs In A Minor	1	53	74	VARIOUS ARTISTS	Various Artists	51
4	4	3	THE ISLEY BROTHERS FEATURING RONALD ISLEY AKA MR. BIGGS	Isley Brothers	Celebrity	1	52	47	VARIOUS ARTISTS	Various Artists	1
5	5	2	USHER	Usher	Eternal	3	53	16	NEIL DIAMOND	Neil Diamond	15
6	6	2	JADAKISS	Jadakiss	Kiss The Game Goodbye	5	54	42	SOUNDTRACK	Soundtrack	3
			GREATEST GAINER			55	92	1	PACESSETTER		
7	26	5	SOUNDTRACK	Soundtrack	America's Pie 2	7	56	39	SOUNDTRACK	Soundtrack	55
8	8	13	STAINED	Stained	Break The Cycle	1	57	76	SOUNDTRACK	Soundtrack	1
9	9	7	LINKIN PARK	Linkin Park	(Hybrid Theory)	7	58	51	GINUJIVE	Guinivere	3
10	11	12	JENNIFER LOPEZ	Jennifer Lopez	J.Lo	1	59	56	TOOL	Tool	1
11	15	13	SOUNDTRACK	Soundtrack	O Brother, Where Art Thou?	11	60	55	LIFEHOUSE	Lifehouse	1
12	18	2	ALIEN ANT FARM	Alien Ant Farm	Anthology	12	61	56	LEE ANN WOMACK	Lee Ann Womack	16
13	7	24	AARON CARTER	Aaron Carter	Oh Aaron	7	62	71	UNCLE KRACKER	Uncle Kracker	1
14	14	20	DROWNING POOL	Drowning Pool	Sinner	14	63	64	DREAM STREET	Dream Street	37
15	10	6	D12	D12	Devil's Night	1	64	45	SOUNDTRACK	Soundtrack	28
16	21	23	GORILLAZ	Gorillaz	Gorillaz	16	65	61	VARIOUS ARTISTS	Various Artists	10
17	18	15	SUM 41	Sum 41	All Killer No Filler	13	66	52	SOUNDTRACK	Soundtrack	31
18	19	9	DESTINY'S CHILD	Destiny's Child	Survivor	1	67	59	BLONDIEST	Blondiest	1
19	16	8	BLU CANTELL	Blu Cantrell	So Blu	8	68	43	SUGAR RAY	Sugar Ray	6
20	27	26	ENYA	Enya	A Day Without Rain	17	69	72	INDIA ARIE	India Arie	10
21	24	16	JAGGED EDGE	Jagged Edge	Jagged Little Thrill	3	70	58	THE CRYSTAL METHOD	The Crystal Method	32
22	17	6	P. DIDDY & THE BAD BOY FAMILY	P. Diddy & The Bad Boy Family	The Saga Continues...	2	71	65	SHAGGY	Shaggy	1
23	13	4	SNOOP DOGG PRESENTS THE EASTSIDAZ	Snoop Dogg Presents The Eastsidaz	Ocean's W'ayz...The Old Fashioned Way	4	72	73	JILL SCOTT	Jill Scott	17
24	24	21	TRAIN	Train	Drops Of Jupiter	6	73	60	KURUPAT	Kurupat	10
			HOT SHOT DEBUT			74	66	54	EVE	Eve	3
25	NEW	1	VARIOUS ARTISTS	Various Artists	Orchestral 2001: The Second Millennium	25	67	47	CITY HIGH	City High	34
26	22	10	BUNK-182	Bunk-182	Take Off Your Pants And Jacket	1	76	74	JAHEIM	Jaheim	9
27	25	17	ALIFATAN	Alifatan	Alifatan	2	77	62	OTOWN	O-Town	5
28	NEW	1	VARIOUS ARTISTS	Various Artists	The Source Hip-Hop Music Awards 2001	28	78	71	MELISSA ETHERIDGE	Melissa Etheridge	54
29	29	24	JANET	Janet	All For You	1	79	50	GANGSTA BOO	Gangsta Boo	29
30	28	11	ST LUNATICS	St Lunatics	Free City	3	80	81	JIMMY EAT WORLD	Jimmy Eat World	54
31	37	37	SOUNDTRACK	Soundtrack	Coyote Ugly	10	81	82	DIDO	Dido	1
32	43	49	DISTURBED	Disturbed	The Sickness	29	82	76	INCUBUS	Incubus	47
33	30	28	CRAIG DAVID	Craig David	Born To Go	11	83	36	THA DOGG FOUND	Tha Dogg Found	36
34	23	13	SOUNDTRACK	Soundtrack	Rush Hour 2	11	84	81	KENNY CHESNEY	Kenny Chesney	13
35	NEW	1	ALISON KRAUSS & UNION STATION	Alison Krauss & Union Station	New Favorite	35	85	77	PRINCE	Prince	60
36	35	44	TRICK DADDY	Trick Daddy	Thugs Are Us	4	86	80	TIM MCGRAW	Tim McGraw	4
37	32	35	NELLY	Nelly	Country Grammar	1	87	80	AARON CARTER	Aaron Carter	4
38	33	34	MISSY "MISDEMEANOR" ELLIOTT	Missy "Misdemeanor" Elliott	Miss E...So Addictive	2	88	78	BLAKE SHELTON	Blake Shelton	45
39	36	43	DAVE MATTHEWS BAND	Dave Matthews Band	Everyday	1	89	86	JA RULE	Ja Rule	1
40	31	25	FOXY BROWN	Foxy Brown	Broken Silence	5	90	89	VARIOUS ARTISTS	Various Artists	34
41	57	68	NELLY FURTADO	Nelly Furtado	Whoa, Nelly!	26	91	101	SALIVA	Saliva	56
42	38	38	CAKE	Cake	Comfort Angle	13	92	49	PHILLY'S MOST WANTED	Philly's Most Wanted	69
43	34	39	LUTHER VANDROSS	Luther Vandross	Luther Vandross	6	93	82	LIJON & THE EAST SIDE BOYZ	Lijon & The East Side Boyz	43
44	51	51	WEezer	Weezer	Weezer	4	94	91	K.D. LANG	K.D. Lang	94
45	46	44	LEMP WALKY	Lemp Walky	Leopoldine	1	95	97	CREED	Creed	1
46	41	74	SOUNDTRACK	Soundtrack	The Princess Diaries	41	96	83	BEANIE SIGEL	Beanie Sigel	3
47	49	40	FUEL	Fuel	Something Like Human	17	97	98	MICHELLE BRANCH	Michelle Branch	97
48	44	41	T12	T12	Part II	2	98	99	DAVID GRAY	David Gray	35

THIS WEEK	LAST WEEK	2 WEEKS AGO	WEEKS ON	ARTIST	IMPRINT & NUMBER/DISTRIBUTING LABEL	TITLE	PEAK POSITION	THIS WEEK	LAST WEEK	2 WEEKS AGO	WEEKS ON	ARTIST	IMPRINT & NUMBER/DISTRIBUTING LABEL	TITLE	PEAK POSITION
90	90	55	44	LUDACRIS ▲	Blackout (RCA) 000567-000000 (12 50 18 4)	Back For The First Time	4	130	42	122	16	STEVE NICKS ●	Inside In Shergin-Lee	5	
91	90	55	44	RADIOHEAD ●	Amnesiac (Capitol) 000567-000000 (12 50 18 4)	Amnesiac	2	131	46	181	21	ALAN JACKSON ▲	When Somebody Loves You	15	
92	147	—	11	RUSSELL WATSON	The Voice (Capitol) 000567-000000 (12 50 18 4)	The Voice	90	132	46	127	74	"N SYNC ●	No Strings Attached	1	
93	NEW	1	1	PRIMER 55	(The) New Release (Capitol) 000567-000000 (12 50 18 4)	(The) New Release	102	133	62	162	8	PETE YORN	Music For The Morning After	153	
94	100	60	3	3 DOORS DOWN	The Better Life (Capitol) 000567-000000 (12 50 18 4)	The Better Life	7	134	123	93	13	BON JOVI	One Wild Night: Live 1985-2001	20	
95	96	96	63	MATCHBOX TWENTY ▲	Mad Season (Capitol) 000567-000000 (12 50 18 4)	Mad Season	3	135	45	133	23	TANK ●	Force Of Nature	7	
96	93	40	40	THE BEATLES ▲	1 (Capitol) 000567-000000 (12 50 18 4)	1	1	136	130	146	6	BRITNEY SPEARS ▲	Ooops!... I Did It Again	1	
97	95	99	42	U2 ▲	All That You Can't Leave Behind (Capitol) 000567-000000 (12 50 18 4)	All That You Can't Leave Behind	137	149	100	1	1	TRICK PONY	Trick Pony	91	
98	98	94	45	SARA EVANS ▲	Born To Fly (Capitol) 000567-000000 (12 50 18 4)	Born To Fly	55	155	131	40	1	MUSIQ SOULCHILD ▲	Aquawakening (I Just Went To Sleep)	24	
99	100	89	11	JESSICA SIMPSON ●	Irresistible (Capitol) 000567-000000 (12 50 18 4)	Irresistible	6	159	156	139	3	BACKSTREET BOYS ▲	Black & Blue	1	
100	126	42	40	SAD ●	Leaves Beack (Capitol) 000567-000000 (12 50 18 4)	Leaves Beack	3	160	157	135	8	TOBY KEITH ▲	How Do You Like Me Now?	56	
101	130	102	4	SOUNDTRACK	Down From The Mountain (Capitol) 000567-000000 (12 50 18 4)	Down From The Mountain	102	161	143	143	3	DA BEATMINTERZ	Brace 4 Impact	143	
102	94	84	4	JIMMY COZIER	Jimmy Cozier (Capitol) 000567-000000 (12 50 18 4)	Jimmy Cozier	63	162	155	151	21	BILLY IDOL	Greatest Hits	74	
103	117	107	41	R. KELLY ▲	1p 2.com (Capitol) 000567-000000 (12 50 18 4)	1p 2.com	1	163	108	144	40	VARIOUS ARTISTS ▲	New 5	2	
104	119	114	46	DOONIE MCCLURKIN ●	Live In London And More... (Capitol) 000567-000000 (12 50 18 4)	Live In London And More...	69	164	143	119	10	SILK	Love Sessions	20	
105	102	85	25	EVE ●	Narcoscape (Capitol) 000567-000000 (12 50 18 4)	Narcoscape	34	165	110	—	—	BETTER THAN EZRA	Clear	110	
106	113	104	8	RAY J	Life Is Good (Capitol) 000567-000000 (12 50 18 4)	Life Is Good	75	167	108	9	9	RAV	This Ain't A Game	21	
107	112	103	103	EDIE CHICKS ▲	Fly (Capitol) 000567-000000 (12 50 18 4)	Fly	1	167	156	152	7	GRUPO BRYNDIS	Historia Musical Romantica	152	
108	134	104	4	FIVE FOR FIGHTING	America Town (Capitol) 000567-000000 (12 50 18 4)	America Town	117	166	163	155	25	A-TEENS	Tease Split	50	
109	128	120	27	TANTRIC	Tantric (Capitol) 000567-000000 (12 50 18 4)	Tantric	71	168	148	142	42	OUTKAST ▲	Stankonia	2	
110	117	106	42	GOODSMACK ▲	Awake (Capitol) 000567-000000 (12 50 18 4)	Awake	5	170	150	157	17	GILLIAN WELCH	Time (The Revelator)	157	
111	99	81	3	CYNDI THOMSON	My World (Capitol) 000567-000000 (12 50 18 4)	My World	81	171	154	170	16	NICKEL CREEK	Nickel Creek	142	
112	118	121	13	BOB MARLEY AND THE WAILERS	One Love: The Very Best Of Bob Marley And The Wailers (Capitol) 000567-000000 (12 50 18 4)	One Love: The Very Best Of Bob Marley And The Wailers	60	172	170	173	9	CECE WINANS	CoCo Winans	116	
113	122	118	9	MANDY MOORE ●	Meaty Moore (Capitol) 000567-000000 (12 50 18 4)	Meaty Moore	35	173	167	151	30	VARIOUS ARTISTS ●	GeCo's South	28	
114	139	129	40	MADONNA ▲	Music (Capitol) 000567-000000 (12 50 18 4)	Music	1	174	164	167	3	VARIOUS ARTISTS	I Could Sing Of Your Love Forever 2	164	
115	97	—	2	CAROLYN DAWN JOHNSON	Room With A View (Capitol) 000567-000000 (12 50 18 4)	Room With A View	87	175	159	135	25	PROJECT PAT ●	Mista Don't Play Everyday's Workin'	4	
116	125	136	25	JESSICA ANDREWS ●	Who I Am (Capitol) 000567-000000 (12 50 18 4)	Who I Am	22	176	175	168	38	RASCAL FLATZ ●	Rascal Flatz	122	
117	104	86	9	SISQO	Return Of Dragnee (Capitol) 000567-000000 (12 50 18 4)	Return Of Dragnee	7	177	161	—	—	LOS ANGELES AZULES	Historia Musical	161	
118	114	53	5	BAD AZZ	Personal Business (Capitol) 000567-000000 (12 50 18 4)	Personal Business	59	178	160	142	42	BILL & GILORIA GATHER AND THEIR HOMECOMING FRIENDS	Love's Homecoming	178	
119	120	107	13	WILLA FORD	Willie Was Here (Capitol) 000567-000000 (12 50 18 4)	Willie Was Here	56	179	177	178	16	MONTGOMERY GENTRY	Carynny De	49	
120	115	105	13	REDMAN ●	Majestic (Capitol) 000567-000000 (12 50 18 4)	Majestic	4	180	194	199	31	MUOVATYK ●	L.O. 36	85	
121	123	120	30	DREAM ▲	It Was All A Dream (Capitol) 000567-000000 (12 50 18 4)	It Was All A Dream	6	181	171	164	13	STATIC-X	Machine	11	
122	124	120	30	BROOKS & DUNN ●	Steen & Stripes (Capitol) 000567-000000 (12 50 18 4)	Steen & Stripes	4	182	180	175	26	COLD	13 Ways To Bleed De Tape	98	
123	131	115	13	TYRESIS ●	2000 Watts (Capitol) 000567-000000 (12 50 18 4)	2000 Watts	10	183	185	146	65	EMINEM ▲	The Marshall Mathers LP	1	
124	149	166	5	THE WISEGUYS	The Antidote (Capitol) 000567-000000 (12 50 18 4)	The Antidote	133	178	168	25	25	AMERICAN PI-FI	America's Hi-Fi	81	
125	112	112	21	2PAC ▲	Until The End Of Time (Capitol) 000567-000000 (12 50 18 4)	Until The End Of Time	1	184	176	162	92	DR. DRE ▲	Dr. Dre - 2001	2	
126	154	174	36	COLDPLAY ●	Parachutes (Capitol) 000567-000000 (12 50 18 4)	Parachutes	51	186	181	163	34	SOUNDTRACK●	Remember The Titans	49	
127	133	116	4	CORMEGA	The Believers (Capitol) 000567-000000 (12 50 18 4)	The Believers	111	187	186	—	—	NEW FOUND GLORY	New Found Glory	107	
128	127	117	24	AEROSMITH ▲	Just Push Play (Capitol) 000567-000000 (12 50 18 4)	Just Push Play	2	188	NEW	—	—	SOULJA SLIM	The Streets Made Me	188	
129	107	95	8	LIL' MO	Based On A True Story (Capitol) 000567-000000 (12 50 18 4)	Based On A True Story	14	189	172	161	6	KRYSTAL	Me & My Piano	66	
130	128	124	47	ULI BOY WOVW ▲	Revers Of Oag (Capitol) 000567-000000 (12 50 18 4)	Revers Of Oag	8	190	NEW	—	—	MYSTIC	Cuts For Luck And Scars For Freedom	190	
131	140	130	93	FAITH HILL ▲	Breathin' (Capitol) 000567-000000 (12 50 18 4)	Breathin'	1	191	NEW	NEW	NEW	MARY CHAPIN CARPENTER	Time'S Sex' Live	52	
132	111	—	—	TOYA	Togo (Capitol) 000567-000000 (12 50 18 4)	Togo	109	192	177	171	14	DEPECHE MODE ●	Exciter	8	
133	123	113	9	311	From Chese (Capitol) 000567-000000 (12 50 18 4)	From Chese	10	193	175	160	11	LUCINDA WILLIAMS	Essence	28	
134	141	140	43	STONE TEMPLE PILOTS	Shangri-La Dees De (Capitol) 000567-000000 (12 50 18 4)	Shangri-La Dees De	9	194	173	167	11	CASE ●	Dope Letter	5	
135	151	147	43	LENNY KRAVITZ ▲	Greatest Hits (Capitol) 000567-000000 (12 50 18 4)	Greatest Hits	2	195	191	189	23	JAMIE UNKAL	Ch'vise	125	
136	152	142	11	TRISHA YEARWOOD	Inside Out (Capitol) 000567-000000 (12 50 18 4)	Inside Out	29	196	187	149	11	NANCI GRIFFITH	Clock Without Hands	149	
137	141	140	43	TRAVIS TRITT	Down The Road I Go (Capitol) 000567-000000 (12 50 18 4)	Down The Road I Go	51	197	NEW	NEW	NEW	MARY MARY	Thankful	59	
138	144	132	37	SLW	SLW (Capitol) 000567-000000 (12 50 18 4)	SLW	29	198	NEW	NEW	NEW	VARIOUS ARTISTS	Tranco Party (Volume One)	168	
139	126	135	9	DAVE NAVARRO	Trust No One (Capitol) 000567-000000 (12 50 18 4)	Trust No One	61	199	183	159	35	SNOOP DOGG ▲	The Last Meal	4	
140	139	139	13	SOUNDTRACK ●	Planet Rocker (Capitol) 000567-000000 (12 50 18 4)	Planet Rocker	18	200	NEW	NEW	NEW	PATTY LOVELESS	Mountain Soul	19	

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The top selling albums compiled here a national sample of retail stores, music executives, and internet sales experts collected, compiled, and provided by

LAST WEEK		THIS WEEK	
ARTIST - Import & Number / Distributing Label			
		(R) NUMBER 1 (R)	12 Weeks & Over
61	18	JANE MONHEIT Various Artists	Come Dream With Me
62	9	VARIOUS ARTISTS Various Artists	BET De Jazz Presents: Jazz
63	32	VARIOUS ARTISTS Various Artists	Pure
64	41	VARIOUS ARTISTS Various Artists	The Best Of Koe Burns
65	41	VARIOUS ARTISTS Various Artists	The Definitive Lasse Anderson
66	5	KEN BURNS JAZZ Various Artists	The Definitive Billie Holiday
67	7	JOHN COLTRANE Various Artists	The Very Best Of John Coltrane
68	10	THE PHILADELPHIA EXPERIMENT Various Artists	The Philadelphia Experiment
69	14	TERENCE BLANCHARD Various Artists	Let's Get It
70	34	SOUNDTRACK Various Artists	Fading Freedom
71	55	JANE MONHEIT Various Artists	Never Never
72	10	MILES DAVIS Various Artists	The Essential Miles Davis
73	18	BILLIE HOLIDAY Various Artists	Kee Burns Jazz - The Definitive Billie Holiday
74	9	MICHAEL BRECKER Various Artists	Necessity Of You - The Gelfin
75	33	DAVE BRUBECK Various Artists	Kee Burns Jazz - The Definitive Dave Brubeck
76	58	DIANA KRALL Various Artists	Stepping
77	42	KARRIN ALLYSON Various Artists	Baladed: Remembering Joe Cocker
78	NR	SUSANNAH MCCORMICKLE Various Artists	Most Requested Songs
79	22	DUKE ELLINGTON Various Artists	Kee Burns Jazz - The Definitive Duke Ellington
80	20	STEVE TYRELL Various Artists	A New Standard
81	16	CHARLIE HADEN Various Artists	Nocturne
82	23	JOHN COLTRANE Various Artists	Kee Burns Jazz - The Definitive John Coltrane
83	24	JOHN COLTRANE Various Artists	Cathode For Love
84	21	PAT MARTINO Various Artists	Live At Yo
85	15	TONY BENNETT Various Artists	Ultimate Tony Bennett
86	NR	WYNTON MARSALIS Various Artists	Popular Songs The Best Of Wynnton Marsalis

LAST WEEK	THIS WEEK	ARTIST	Imprint & Number/Distributing Label	T
		(@) NUMBER 1 (@)	3 Weeks At Number 1	
	1	5 KEIKO MATSUI MCA and Polygram	Drop	
	2	11 BRIAN CLUBERTSON MCA and Polygram	Nice & S	
8	10	5 VARIOUS ARTISTS SPD 54875/5	A Twist Of Merley - A Tr	
	4	13 SPIRO GYRA Arista	In Modern Tr	
	3	13 MARCUS MILLER Polygram/EMI/RS	M Good	
	6	48 ST. GERMAIN Epic/RS 7074/4	To	
7	7	22 WAYMAN TISDALE Arista/EMI/RS	Face To Face	
8	9	59 DAVE KOZ Arista	The Tr	
	9	45 THE RIPPINGTONS FEATURING RUZ FREEMAN Arista	Life In The Tr	
10	12	25 RICK BRAUN Arista and Polygram	Kisses In The Tr	
11	6	46 ERIC MARIENTHAL Polygram/EMI/RS	Turn Up The Tr	
12	11	18 VARIOUS ARTISTS Arista	To Drown. With Tr	
13	14	9 MARC ANTOINE Arista	Cr	
14	16	8 GERALD ALBRIGHT Arista/EMI/RS	The Very Best Of Gerald Alb	
15	13	64 BONEY JAMES/RICK BRAUN Arista/RS 7261	Shake	
16	21	18 HERB ALPERT Arista/EMI/RS	Definitive	
17	18	9 JIMMY SOMMERS Arista/EMI/RS and Polygram	360 Urban Gro	
18	17	3 JAZZ 5 DEAD Polygram	Great Sky Tr	
19	23	44 KIRK WHALUM Arista/RS 6762	Uncondit	
20	3	20 KEVIN TONLEY Polygram		
21	15	68 RACHELLE FERRELL Arista/EMI/RS	Individuality (Can Be)	
22	5	5 TOWER OF POWER Polygram/EMI/RS P-11104/4	The Very Best Of Tower Of Power - The Warner V	
23	21	21 PETS OF A DREAM Polygram	Acquainted With Tr	
24	19	4 SPECIAL EPX Polygram/EMI/RS	Butt	
25	19	4 KIM WATERS Polygram	From The Tr	

● Albums with the greatest sales gain this week ● Recording Industry Assoc. Of America (RIAA) certification for net shipments to retail outlets: Diamond (10 million units); Platinum (1 million units). Numerals following Platinum or Diamond symbol indicate album's multi-platinum level. For boxed sets: 2x=double; 3x=triple. Certification for first shipment of 100,000 units by RIAA = Certification of 300,000 units (Platoid). ⚡Certification indicates post- or present Reissue status. ©2011, Village Roadshow Entertainment, and SoundScan, Inc.

LAST NAME FIRST NAME	ARTIST/Import & Number/Distribution Label	101 NUMBER 1 (01)	TITLE
1	ANDREA BOCELLI	101	Variety
2	ANDREA BOCELLI & Piero Petronzi (Import & Distribution)	2	Sacred Areas
3	YO-YO MA, EDGAR MEYER/MARK O'CONNOR	3	Approaching Journeys
4	VARIOUS ARTISTS Piero Petronzi (Import & Distribution)	4	Casts Drive
5	VARIOUS ARTISTS	5	The #1 Tossar Albums
6	5 SERGIO & ODAIR ASSAD	6	Play Phizzical
7	VARIOUS ARTISTS	7	Ultimate Release/Album
8	GIANLUCA CARMIGNOLA Piero Petronzi (Import & Distribution)	8	Violini: Late Violin Concertos
9	EUROPA GALLANTE (BIONDI)	9	Violini: Il Concerto Dell'amore & Dell'Inferno, Op. 10
10	MARIA CALLAS	10	Legend
11	SUMI JO Piero Petronzi (Import & Distribution)	11	Prayers
12	YO-YO MA	12	Solo
13	CHOIR OF KING'S COLLEGE CAMBRIDGE	13	Best Loved Hymns
14	ANDRE RIEU Piero Petronzi (Import & Distribution)	14	100 Years Of Shyness
15	RENEE FLEMING	15	Reverie Fleming

LAST WEEK	WEEKS ON CHART	ARTIST / Impprint & Number/Distributing Label			TITLE
		(1)	NUMBER 1 (2)	WEEKS IN NUMBER 1	
4	18	RUSSELL WATSON			The Yacuzzi
5	24	THREE MO' TENSORS			Three Mo' Tensors
6	22	BOND			Bond
7	4	VARIOUS ARTISTS			Heartbeats: An Appreciation Anthology
8	5	TAN DUN FEATURING YO-YO MA			Crushing Tiger, Hidden Oryzines
9	51	SARAH BRIGHTMAN			La La La
10	9	JOSHUA BEAL			Benjamin: West Side Story Suite
11	92	CHARLOTTE CHURCH & THE BROTHERS			Charlotte Church
12	19	ANDRE RIEU			The Fountains
13	10	ANNE SÖFJE VON OTTERLIVS COSTELLO			For The Stars
14	10	BOSTON POPPS ORCHESTRA (LOCKHART)			The Little Abominable
15	11	JOHN WILLIAMS			Greatest Hits: 1980-1999
16	28	SOUNDTRACK			Heavenly Creatures
17	88	SARAH BRIGHTMAN			The Songs That Got Away
18	7	JUBILANT SYKES			Wait For Me

LAST WEEK	THIS WEEK	ARTIST*	Impulse & Number (of) circulating Label	TITLE	WEEKS ON CHART
			(1) - NUMBER 1 (2)	(3) Title & Record Co.	
4	1	29	ENTYA & Various Artists	A Day Without Rain	10
	2	28	VARIOUS ARTISTS	Pure Monks III	10
	3	46	YANNI & Various Artists	If I Could Tell You	10
	4	13	SECRET GARDEN	Oceanscapes	10
13	7	38	DELERIUM Various Artists	Power	10
	5	45	YANNI & Various Artists	Very Best Of Yanni	10
	6	11	VARIOUS ARTISTS Various Artists	Windows 25 Years Of Piano De Wynton Marsalis	10
	9	52	JIM BRICKMAN Various Artists	My Romance: An Evening With Jim Brickman	10
	14	4	OTTMAR LIEBERT + LUNA NUGRA Various Artists	Little Wings	10
	16	58	CHRIS Various Artists	Seasonal	10
	10	12	THISS PHOEBES Various Artists	Best Of 1990-2000	10
17	8	8	VARIOUS ARTISTS	Norvode Decade 2	10
	12	14	ROBERT MIRABAL	Music From A Palatov Cave	10
	13	11	VARIOUS ARTISTS	Touch 25 Years Of Wynton Marsalis	10
	15	2	NEAL SCHON	Velvet	10

Top Classical Budget	
BART'S FIRST CLASSICS 35, Disc	VARIOUS ARTISTS
20 CLASSICAL FAVORITES 20, Disc	VARIOUS ARTISTS
RELAXING CLASSICS 15, Disc	VARIOUS ARTISTS
GERSHWIN: AN AMERICAN IN PARIS Music	VARIOUS ARTISTS
GUITAR CLASSICS 35, Disc	VARIOUS ARTISTS
PIANO CLASSICS 15, Disc	VARIOUS ARTISTS
TRAVELING CLASSICS 15, Disc	VARIOUS ARTISTS
ROMANTIC CLASSICS 15, Disc	VARIOUS ARTISTS
POWER CLASSICS 15, Disc	VARIOUS ARTISTS
GENTLE CLASSICS 15, Disc	VARIOUS ARTISTS
CLASSICAL MASTERPIECES Music	VARIOUS ARTISTS
MOZART: SYMPHONY NO. 40 & 41 Czech Chamber 20, Disc	VARIOUS ARTISTS
WEDERBORN CLASSICS 35, Disc	VARIOUS ARTISTS
CLASSICAL MASTERPIECES SPANISH GUITAR Music	VARIOUS ARTISTS
MOZART: SYMPHONY NO. 40 Czech Chamber 20, Disc	VARIOUS ARTISTS

Top Classical Midline	
MICHAEL AMARTE Mezzosoprano	MICHAEL ARNETT Violoncello
THE ST. LOUIS SYMPHONY New Orleans	THE ST. LOUIS SYMPHONY New Orleans
BEST OF THE MILLENNIUM Various Artists	VARIOUS ARTISTS Various Artists
ESSENTIAL MOZART New & Original Recordings	VARIOUS ARTISTS Various Artists
THE ST. PETERSBURG Various Artists	VARIOUS ARTISTS Various Artists
CONTEMPORARY MUSIC IN RUSSIAN AMERICA IN PAID Various Artists	VARIOUS ARTISTS Various Artists
ONLY CLASSICAL CD YOU NEED Various Artists	VARIOUS ARTISTS Various Artists
TAKES TWO Various Artists	VARIOUS ARTISTS Various Artists
CELLO NO. 1 RELAXATION New & Original	VARIOUS ARTISTS Various Artists
MOZART FOR YOUR MIND New & Original	VARIOUS ARTISTS Various Artists
FACE-LEAF CANON New & Original	VARIOUS ARTISTS Various Artists
MICHAEL CRANSTON New & Original	VARIOUS ARTISTS Various Artists
THESE ARE LOVE Various Artists	VARIOUS ARTISTS Various Artists
ESSENTIAL BEETHOVEN New & Original	VARIOUS ARTISTS Various Artists
THE ST. LOUIS SYMPHONY New Orleans	VARIOUS ARTISTS Various Artists
BUILD YOUR BABY'S BRAIN THROUGH MUSIC New & Original	VARIOUS ARTISTS Various Artists

[illegible]

Top selling albums compiled from a national sample of retail stores, music merchant, and internet sales reports collected, processed, and weighted by SoundScan.

SEPTEMBER 1
2001

Billboard Heatseekers

LAST WEEK	THIS WEEK	ARTIST	TITLE	LAST WEEK	THIS WEEK	ARTIST	TITLE
1	2	3	4	5	6	7	8
1	NEW	PRIMER 55 PRIMER 55	NUMBER 1/HOT SHOT DEBUT	20	21	GOOD CHARLOTTE GOOD CHARLOTTE	GOOD CHARLOTTE
2	3	FIVE FOR FIGHTING FIVE FOR FIGHTING	(THEY) NEW RELEASE	21	28	RES HOW I DO	HOW I DO
3	5	THE WISEGUYS THE WISEGUYS	AMERICA TOWN	27	34	TAMMY COCHRAN TAMMY COCHRAN	TAMMY COCHRAN
4	2	CORMEGA THE REALNESS	THE ANTIDOTE	32	29	SYLVEENA JOHNSON CHAPTER 1: LOVE, PAIN & FORGIVENESS	CHAPTER 1: LOVE, PAIN & FORGIVENESS
5	1	TOYA TOYA	THE REALNESS	20	NEW	BEAUTIFUL CREATURES BEAUTIFUL CREATURES	BEAUTIFUL CREATURES
6	9	20 PETE YORN MUSIC FOR THE MORNING AFTER	MUSIC FOR THE MORNING AFTER	35	32	PAULINA RUBIO PAULINA RUBIO	PAULINA RUBIO
7	4	23 BRACE 4 IMPAK BRACE 4 IMPAK	BRACE 4 IMPAK	31	36	22 NIKKA COSTA EVERYBODY GOT THEIR SOMETHING	EVERYBODY GOT THEIR SOMETHING
8	6	48 GRUPO BRYNDIS HISTORIA MUSICAL ROMANTICA	HISTORIA MUSICAL ROMANTICA	32	23	11 PAUL CAKEFOLD SWORDFISH: THE ALBUM (SOUNDTRACK)	SWORDFISH: THE ALBUM (SOUNDTRACK)
9	7	53 GILLIAN WELCH TIME (THE REVEALATOR)	TIME (THE REVEALATOR)	33	37	21 NONPOINT STATEMENT	STATEMENT
10	11	29 NICKEL CREEK NICKEL CREEK	NICKEL CREEK	34	35	27 DARK LOTUS TALES FROM THE LOTUS POOL	TALES FROM THE LOTUS POOL
11	10	63 RASCAL FLATTS RASCAL FLATTS	RASCAL FLATTS	35	30	9 NO ONE NO ONE	NO ONE
12	8	2 LOS ANGELES AZULES HIS/LORIA MUSICAL	HIS/LORIA MUSICAL	36	39	3 PERRY FARRELL SONG YET TO BE SUNG	SONG YET TO BE SUNG
13	14	38 NEW FOUND GLORY NEW FOUND GLORY	NEW FOUND GLORY	37	42	39 VICENTE FERNANDEZ HISTORIA DE UN IDOLO VOL. 1	HISTORIA DE UN IDOLO VOL. 1
14	13	48 NEW FOUND GLORY NEW FOUND GLORY	NEW FOUND GLORY	38	23	5 LIL U DA FAT RAT WIT DA CHEEZE	DA FAT RAT WIT DA CHEEZE
15	28	19 MYSTIC CUTS FOR LUCK AND SCARS FOR FREEDOM	CUTS FOR LUCK AND SCARS FOR FREEDOM	39	NEW	1 METHBONE PICTURE ME	PICTURE ME
16	13	42 JAMIE O'NEAL SHIVER	SHIVER	40	24	4 DJ TOM/DJ MIND-X TRANZWORLD: ALL STARS	TRANZWORLD: ALL STARS
17	15	10 CHRIS CAGLE PLAY IT LOUD	PLAY IT LOUD	41	NEW	1 DJ SCREW THE LEGEND	THE LEGEND
18	16	12 AFRO CUB SOUND SYSTEM VOLUME 3: FURTHER IN TIME	VOLUME 3: FURTHER IN TIME	42	39	2 THREE MO' TENORS THREE MO' TENORS	THREE MO' TENORS
19	17	24 NICKELBACK THE STATE	THE STATE	43	42	40 PHIL VASSAR PHIL VASSAR	PHIL VASSAR
20	18	25 DARUO BEFORE THE STORM	BEFORE THE STORM	44	NEW	1 BOND BORN	BORN
21	19	30 RICHARD SMALLWOOD WITH VISION PERSUADED—LIVE IN D.C.	PERSUADED—LIVE IN D.C.	45	41	2 BUDDY GUY SWEET TEA	SWEET TEA
22	20	1 ATB/GEOINGE ACOSTA TRANCE NATION AMERICA TWO	TRANCE NATION AMERICA TWO	46	18	2 SIX FEET UNDER TRUE CARNAGE	TRUE CARNAGE
23	21	13 THE CARMINE CAMINO MONTRE	CAMINO MONTRE	47	40	11 LUPILLO RIVERA DESPRECIADO	DESPRECIADO
24	22	15 STEREO MUD PERFECT SELF	PERFECT SELF	48	NEW	1 JANE MONHEIT COME DREAM WITH ME	COME DREAM WITH ME
25	23	10 KEITH URBAN KEITH URBAN	KEITH URBAN	49	46	4 THE BETA BAND HOT SHOTS II	HOT SHOTS II
26	24	20 KEITH URBAN KEITH URBAN	KEITH URBAN	50	NEW	1 LIFER LIFER	LIFER

➔ GREATEST GAINER ➔

➔ HOT SHOT DEBUT ➔

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SEPTEMBER 1
2001

Billboard Top Independent Albums

Billboard compiled this chart from a national sample of over 1,000 independent record stores and is not intended to represent the entire independent market. Charts are compiled and printed by SoundScan.

LAST WEEK	THIS WEEK	ARTIST	TITLE	LAST WEEK	THIS WEEK	ARTIST	TITLE
1	2	3	4	5	6	7	8
1	1	1 SNOOP DOGG PRESENTS THA EASTSIDAZ DUCKS IN TRAYZ—THE OLD FASHIONED WAY	DUCKS IN TRAYZ—THE OLD FASHIONED WAY	25	15	4 SOLDIERZ AT WAR WHAZZUP JOE?	WHAZZUP JOE?
2	4	6 DREAM STREET DREAM STREET	DREAM STREET	26	17	56 BAHAMEN WHO LET THE DOGS OUT	WHO LET THE DOGS OUT
3	2	5 KURUPU SPACE ROOGIE: SMOKE ODDESSEY	SPACE ROOGIE: SMOKE ODDESSEY	27	24	13 VARIOUS ARTISTS REGGAE GOLD 2001	REGGAE GOLD 2001
4	3	3 THA DOGG POUND DEATH ROW PRESENTS: THA DOGG POUND	DEATH ROW PRESENTS: THA DOGG POUND	28	21	39 MR. SPITFLAME TANGLE WIT ME VOL. 1	TANGLE WIT ME VOL. 1
5	5	13 LIL JON & THE EAST SIDE BOYZ PUT U HOOD UP	PUT U HOOD UP	29	32	8 BASEMENT JAXX ROOTY	ROOTY
6	6	4 CORMEGA THE REALNESS	THE REALNESS	30	23	17 EVA CASSIDY TIME AFTER TIME	TIME AFTER TIME
7	7	3 GILLIAN WELCH TIME (THE REVEALATOR)	TIME (THE REVEALATOR)	31	37	36 SOUNDTRACK SNATCH	SNATCH
8	8	33 NICKEL CREEK NICKEL CREEK	NICKEL CREEK	32	49	2 JACK JOHNSON BRUSHFIRE FAIRYTALES	BRUSHFIRE FAIRYTALES
9	11	2 SOULJA SLIM THE STREETS MADE ME	THE STREETS MADE ME	33	15	10 THE LOVE DOCTOR DOCTOR OF LOVE	DOCTOR OF LOVE
10	10	9 PENNYFINCH LAND OF THE FREE	LAND OF THE FREE	34	22	8 MEGAS LOYALTY	LOYALTY
11	9	11 VARIOUS ARTISTS PUNK O RAMA 2001 VOL. 6	PUNK O RAMA 2001 VOL. 6	35	40	2 PASTOR WOODROW HAYDEN AND SHILOH DAMN RIGHT	DAMN RIGHT
12	14	12 DARUO BEFORE THE STORM	BEFORE THE STORM	36	35	15 MARK MCGUINN I KNOW IT WAS THE BLOOD	I KNOW IT WAS THE BLOOD
13	13	2 ATB/GEOINGE ACOSTA TRANCE NATION AMERICA TWO	TRANCE NATION AMERICA TWO	37	42	5 DEZ MARK MCGUINN	MARK MCGUINN
14	16	15 DARK LOTUS TALES FROM THE LOTUS POOL	TALES FROM THE LOTUS POOL	38	29	42 DEZ SING FOR ME	SING FOR ME
15	NEW	1 METHBONE PICTURE ME	PICTURE ME	39	38	30 STABBING WESTWARD STABBING WESTWARD	STABBING WESTWARD
16	17	11 DJ TOM/DJ MIND-X TRANZWORLD: ALL STARS	TRANZWORLD: ALL STARS	40	37	7 SOUNDTRACK SONGCATCHER	SONGCATCHER
17	NEW	1 DJ SCREW THE LEGEND	THE LEGEND	41	36	33 PEPE AGUILAR LO MEJOR DE NOSOTROS	LO MEJOR DE NOSOTROS
18	12	2 SIX FEET UNDER TRUE CARNAGE	TRUE CARNAGE	42	39	1 VARIOUS ARTISTS BET ON JAZZ PRESENTS: JAZZ NOW	BET ON JAZZ PRESENTS: JAZZ NOW
19	21	13 JANE MONHEIT COME DREAM WITH ME	COME DREAM WITH ME	43	44	9 LIL FLIP THE LEPRECHAUN	THE LEPRECHAUN
20	25	16 THE BETA BAND HOT SHOTS II	HOT SHOTS II	44	19	4 VARIOUS ARTISTS TWISTED FOREVER	TWISTED FOREVER
21	20	9 VARIOUS ARTISTS WARPED: 2001 TOUR COMPILATION	WARPED: 2001 TOUR COMPILATION	45	11	4 BOOTLEG HATED BY MANY LOVED BY FEW	HATED BY MANY LOVED BY FEW
22	26	39 LOUIE DEVITO N.Y.C. UNDERGROUND PARTY VOLUME 2	N.Y.C. UNDERGROUND PARTY VOLUME 2	46	22	2 LES CLAYPOOL'S FROG BRIGADE LIVE FROGS SET 2	LIVE FROGS SET 2
23	13	2 VARIOUS ARTISTS PLEA FOR PEACE TAKE ACTION	PLEA FOR PEACE TAKE ACTION	47	18	8 DJ SKRIBBLE ESSENTIAL SPRING BREAK—SUMMER 2001	ESSENTIAL SPRING BREAK—SUMMER 2001
24	23	12 MARCO ANTONIO SOLIS MAS DE MI ALMA	MAS DE MI ALMA	48	43	4 SPYRO GYRA IN MODERN TIMES	IN MODERN TIMES
25	22	10 MARCO ANTONIO SOLIS MAS DE MI ALMA	MAS DE MI ALMA	49	61	5 MARCUS MILLER M SQUARED	M SQUARED
26	23	12 MARCO ANTONIO SOLIS MAS DE MI ALMA	MAS DE MI ALMA	50	NEW	1 BLESSED JOURNEY FOR THE HEART	JOURNEY FOR THE HEART

The Heatseekers chart lists the best-selling new and developing artists, defined as those who have never appeared in the top 100 of the Billboard 200 chart. When an album reaches the level, the album and the artist's subsequent albums are immediately eligible to appear on the Heatseekers chart. Top Independent Albums chart is compiled by SoundScan. The chart is based on sales data from independent record stores. The chart is not intended to represent the entire independent market. Charts are compiled and printed by SoundScan.

Top Internet Album Sales™

RANK	LAST WEEK ON	WEEKS ON	ARTIST SONGWRT BY (A) MUSIC BY (B) LABEL		TITLE	WEEKS ON CHART
			ARTIST	SONGWRT BY (A) MUSIC BY (B) LABEL		
-1- NUMBER 1 (2)					1 Week & Rising	
1	NEW	33	ALISON KRAUSS & UNION STATION	Country (A) Bluegrass (B) Atlantic	New Favorite	11
2	3	33	SOUNDTRACK • Memory Machine (1985)		D Brother, Where's Art At?	17
3	8	9	AUCIA KEYS • A Love		Songs In A Minor	2
4	7	3	GILLIAN WELCH • Across the River		Time (The Revisited)	17
5	10	39	ENYA • Beyond the Horizon (1995)		A Day Without Rain	20
6	24	6	EVA CASSIDY • Bro Sister (1995)		Songbird	-
7	3	5	N' SYNC • Jew (1995)		Celebrity	3
8	17	3	SOUNDTRACK • Last Highway (1925 Memory Machine)		Down from the Mountain	24
9	22	22	TRINAI • Jewel (1995) (1995) (1995)		Drops of Jupiter	11
10	5	4	FLICKERSTICK • The Road		Welcoming Home The Astronauts	21
11	NEW	33	K-D LANG • Country (1995)		By the Request	54
12	14	14	VARIOUS ARTISTS • International English (1995) (1995)		Shin	76
13	16	4	MELISSA ETHERIDGE • Jewel (1995) (1995)		The Voice	101
14	21	5	RUSSELL WATSON • Jewel (1995)		Break the Cycle	8
15	13	13	STAIN'D • Jewel (1995) (1995)		The Cycle	16
16	23	7	GORILLAZ • Funky (1995) (1995)		Comfort Edge	52
17	14	4	CAKE • Jewel (1995) (1995)		Three Card Opera	43
18	6	4	NEIL DIAMOND • Columbia (1995) (1995)		Close 2 Further In Time	196
19	7	9	AFRO CITT SOUND SYSTEM • Real World Records (1995) (1995)		The Producers	197
20	11	3	NANI GRIFFITH • Jewel (1995) (1995)		Esence	197
21	NEW	33	ORIGINAL BROADWAY CAST • Jewel (1995) (1995)		Americas Pie 2	70
22	13	11	LUCINDA WILLIAMS • Jewel (1995) (1995)		Tweekend	70
23	NEW	33	SOUNDTRACK • Jewel (1995) (1995)		The Spirit Room	97
24	13	3	THE CRYSTAL METHOD • Jewel (1995) (1995)			
25	NEW	33	MICHELLE BRANCH • Jewel (1995) (1995)			

Top Internet Album Sales reflects physical albums ordered through internet merchants, based on data collected by SoundScan. Unlike most RIAA-certified albums (RIAA) certification for net shipment of 500,000 album units (Gold). ▲ RIAA certification for net shipment of 1 million units (Platinum). ◆ RIAA certification for net shipment of 2 million units (Diamond). Certification for net shipments of 100,000 or more, the RIAA multiplies shipments by the number of discs and/or tapes. RIAA Latin awards. Certification for net shipments must be preceded by "Latin." © 2001, Billboard/BPI Communications and SoundScan.

Top Soundtracks™

DATE	LAST WEEK	WEEK IN	TITLE	ARTIST & NUMBER/CHARTING LABEL
			(1) NUMBER 1 (1)	1 Week In
1	3	3	AMERICAN PIE 2	Regime 0140/Universal
2	1	10	O BROTHER, WHERE ART THOU? ♫	Mercury 17049
3	4	10	COYOTE UGLY ♫	Mercury 10048
4	2	3	RUSH HOUR 2	Del Jun 00027/0140
5	6	4	THE PRINCESS DIARIES	Walt Disney 00078
6	7	10	MOULIN ROUGE ♫	Universal 40025
7	10	2	JAY AND SILENT BOB STRIKE BACK	Interscope 01472
8	5	10	THE FAST AND THE FURIOUS ♫	Mando Inc. Del Jun 54002/0140
9	9	10	SHREK ♫	Dreamworks 00005/Universal
10	8	10	SAVE THE LAST DANCE ♫	Halfwood 10708
11	11	4	DOWN FROM THE MOUNTAIN	Low Highway 17021/Mercury (Revisited)
12	12	10	PEARL HARBOR ♫	Halfwood 01201/Universal
13	15	10	REMEMBER THE TITANS ♫	Walt Disney 00003
14	16	10	JOSIE & THE PUSSYCATS ♫	Play Arts 00022/CA
15	13	9	BABY BOY	Universal 01428
16	14	10	LARA CROFT: TOMB RAIDER ♫	Elektra 01006/EST
17	13	3	SWEET NEVERMIND	Warner Sunset 07064/Warner Bros.
18	24	2	GREASE ♫	Polygram 02005/Universal
19	16	9	MORE MUSIC FROM SAVE THE LAST DANCE	Halfwood 10028
20	10	10	DUETS	Halfwood 10224
21	18	10	WHAT WOMAN WANTS	Columbia 01006/CA
22	17	10	ALMOST FAMOUS ♫	DreamWorks 00016/Universal
23	19	10	ALLY MCBEAL: FOR ONCE IN MY LIFE FEATURING YONDA SHEPARD	Warner Sunset 07064/Warner Bros.
24	25	10	SWORDFISH: THE ALBUM (PAUL OAKENFOLD)	Warner Sunset 07064/Warner Bros.
25	19	10	WHAT'S THE WORST THAT COULD HAPPEN?	N.Y.A. 00000/Universal

NIJ study was compiled from a national sample of retail sales, mass merchant and internet sales reports collected, compiled, and provided by

board® Top Pop.® Catalog™

RANK	LAST WEEK	WEEKS ON CHART	TOTAL WEEKS		ARTIST	ALBUM & NUMBER OF DISTRIBUTING LABEL	TITLE	LAST WEEK	WEEKS ON CHART	TOTAL WEEKS	ARTIST	ALBUM & NUMBER OF DISTRIBUTING LABEL	TITLE
			PEAK	WEEKS ON CHART									
1	3	245	245	1	DEF LEPPARD ¹	VAULT - GREATEST HITS 1980-1995	29	34	59	STYX ¹	GREATEST HITS		
2	2	75	75	1	ENTYA ¹	PAINT THE SKY WITH STARS - THE BEST OF ENYA	26	21	113	LIMP BIZKIT ¹	SIGNIFICANT OTHER		
3	2	75	75	1	EVA CASSIDY ¹	SONGBIRD	27	26	294	NIRVANA ¹	NEVERMIND		
4	11	64	64	1	BOB MARLEY AND THE WAILERS ¹	LEGEND	28	29	57	BEE GEES ¹	ONE NIGHT ONLY		
5	5	523	523	1	METALLICA ¹	METALLICA	29	27	338	MADONNA ¹	THE IMMACULATE COLLECTION		
6	4	106	106	1	MOBY ¹	PLAY	30	32	166	AEROSMITH ¹	BIG ONES		
7	7	96	96	1	WEEZER ¹	WEEZER	31	30	121	MILES DAVIS ¹	KIND OF BLUE		
8	10	15	15	1	JOURNEY ¹	JOURNEY'S GREATEST HITS	32	24	352	AEROSMITH'S GREATEST HITS	AEROSMITH'S GREATEST HITS		
GREATEST GAINER													
9	20	31	31	28	TOM PETTY AND THE HEARTBREAKERS ¹	GREATEST HITS	33	39	182	SADE ¹	THE BEST OF SADE		
10	12	18	18	1	U2 ¹	THE BEST OF 1990-1999	34	37	16	JOHN MELLENCAMP ¹	THE BEST THAT I COULD DO 1978 - 1988		
11	9	198	198	1	SHANIA TWAIN ¹	COME ON OVER	35	33	24	TOBY KEITH ¹	GREATEST HITS VOLUME ONE		
12	13	186	186	1	DIXIE CHICKS ¹	WIDE OPEN SPACES	36	33	29	SUPKNOT ¹	SUPKNOT		
13	17	203	203	1	CREED ¹	MY OWN PRISON	37	36	266	AC/DC ¹	BACK IN BLACK		
14	11	9	9	1	JAMES TAYLOR ¹	GREATEST HITS	38	31	274	SUBLINE ¹	SUBLINE		
15	8	107	107	1	BON JOVI ¹	CROSS ROAD	39	38	296	CREDENCE CLEARWATER REVIVAL ¹	CHRONICLE THE 20 GREATEST HITS		
16	6	130	130	1	GODSMACK ¹	GODSMACK	40	46	494	VAN MORRISON ¹	THE BEST OF VAN MORRISON		
17	17	28	28	1	ABBA ¹	GOLD	41	41	30	QUEEN ¹	GREATEST HITS		
18	15	24	24	1	FRANK BUFFETT ¹	SONGS YOU KNOW BY HEART	42	43	266	SANTANA ¹	SUPERNATURAL		
19	14	13	13	1	BOB SEGER & THE SILVER BULLET BAND ¹	GREATEST HITS	43	43	26	DAVE MATTHEWS BAND ¹	CRASH		
20	20	98	98	1	BLINK-182 ¹	ENEMA OF THE STATE	44	43	225	SLAYER ¹	YOURSELF OR SOMEONE LIKE YOU		
21	14	12	12	1	KID ROCK ¹	DEVIL WITHOUT A CAUSE	45	46	100	TOOL ¹	AEINIMA		
22	28	26	26	1	EAGLES ¹	HELL FREEZES OVER	46	49	112	RED HOT CHILI PEPPERS ¹	CALIFORNICATION		
23	25	40	40	1	GUNS N' ROSES ¹	APPETITE FOR DESTRUCTION	47	49	352	BEASTIE BOYS ¹	LICENSED TO ILL		
24	23	1272	1272	1	PINK FLOYD ¹	DARK SIDE OF THE MOON	48	50	48	THE BEACH BOYS ¹	THE GREATEST HITS VOLUME 1: 20 GOOD VIBRATIONS		

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LAST WEEK	WEEKS ON CHART	TITLE (Original Artist Label)	ARTIST
43	1	SMOOTH CRIMINAL (N.W.A.)	Ice Cube & Friends
6	13	FAT LIP (N.W.A.)	Tommy Stinson
3	16	SCHISM (N.W.A.)	Tommy Stinson
4	9	CLINT EASTWOOD (N.W.A.)	Scotty McCreery
5	7	HOW YOU REMIND ME (N.W.A.)	Modest Mouse
4	22	IT'S BEEN AWHILE (N.W.A.)	Stacy Q
11	11	CONTROL (N.W.A.)	Punkin' Of Miami
6	11	HASH FRY (N.W.A.)	Wiz Khalifa
5	10	CHANGING (N.W.A.)	Lil' Jon & The East
45	25	I WISH YOU WERE HERE (N.W.A.)	Linkin Park
8	10	SHORT SKIRT / LONG JACKET (N.W.A.)	Cash
7	16	THE ROCK SHOW (N.W.A.)	Black 132
11	9	ISLAND IN THE SUN (N.W.A.)	Wiz Khalifa
13	11	DOWN WITH THE ROCKNESS (N.W.A.)	Grassroots
16	6	BOOIES (N.W.A.)	Drowning Pool
12	12	YOU WOULDN'T BELIEVE ME (N.W.A.)	311
18	8	GIVING IN (N.W.A.)	Adrian Younge
19	17	SAMPLE CREED (N.W.A.)	Low Feasting Tree
15	12	BAD DAY (N.W.A.)	Fall Out Boy
17	11	WHEREVER YOU WILL GO (N.W.A.)	The Calling
26	3	BECAUSE I GOT HIGH (N.W.A.)	Adrian Younge
27	13	CHOP SUEY (N.W.A.)	System Of A Down
23	8	NAME OF THE GAME (N.W.A.)	The Crystal Method
24	8	BLED AMERICA (N.W.A.)	Jimmy Eat World
21	25	YOUR DISEASE (N.W.A.)	Edwin
22	21	THE SHAME OF LIFE (N.W.A.)	Bethesda Records
27	17	OUTSIDE (N.W.A.)	Slipknot
30	3	SUNNY HOURS (N.W.A.)	Long Beach Dub Allstars
33	4	ROCKIN' THE SUBURBS (N.W.A.)	Ben Folds
35	12	ASTOUNDING (N.W.A.)	Trombone Shorty
36	10	FADE (N.W.A.)	Slipknot
38	10	GREED (N.W.A.)	Geddy Lee
38	2	THE SPARE (N.W.A.)	Linkin Park
39	20	THE SPACE BETWEEN (N.W.A.)	Gary Matthews Band
40	4	ROCK SOME AS (N.W.A.)	Tommy Stinson
38	4	ANOTHER PERFECT DAY (N.W.A.)	Smoke
39	17	EXTRA ORDINARY (N.W.A.)	American Hi-Fi
40	17	CLICK CLUCK ROCK (N.W.A.)	Saline
40	18	MAKIN' MONEY (N.W.A.)	Handsome Devil

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LAST WEEK		THIS WEEK	TOP 40 TRACKS		WEEKS ON CHART	PEAK POSITION	TITLE	ARTIST	GENRE/PRODUCTION LABEL
				NUMBER 1		LAST WEEK			
1	1	1	1	1	1	1	LET ME USE UP STYLE (GOSHS)	Boyz n the Misdemeanors	Atlantic
2	2	2	2	2	2	2	LET MY BLODY IN MIND	Joe Foweraker's Disciples	Capricorn
3	3	3	3	3	3	3	WE BELIEVE	Black Box	Capricorn
4	4	4	4	4	4	4	LOVE'S LIKE A RAINBOW	Enigma	Capricorn
5	5	5	5	5	5	5	SOMEONE TO CALL MY LOVER	Enigma	Capricorn
6	6	6	6	6	6	6	SHOCKS	Enigma	Capricorn
7	7	7	7	7	7	7	DROPS OF JUPITER (TELL ME)	Enigma	Capricorn
8	8	8	8	8	8	8	FALLIN'	Atlanta Ruckus	Capricorn
9	9	9	9	9	9	9	HANGING BY A MOMENT	Enigma	Capricorn
10	10	10	10	10	10	10	IT'S BEEN AWHILE	Enigma	Capricorn
11	11	11	11	11	11	11	WHEN IT'S OVER	Enigma	Capricorn
12	12	12	12	12	12	12	ALL OF NOTHING	Enigma	Capricorn
13	13	13	13	13	13	13	TO REMIND ME	Enigma	Capricorn
14	14	14	14	14	14	14	PEACERS & CREAM	Enigma	Capricorn
15	15	15	15	15	15	15	WHERE THE PARTY AT	Juggernaut Funk Body	Capricorn
16	16	16	16	16	16	16	WHAT WOULD YOU DO?	Crisp Inc.	Capricorn
17	17	17	17	17	17	17	THE SPACE BETWEEN	Chris Bellows, East River	Capricorn
18	18	18	18	18	18	18	DRIVE	Enigma	Capricorn
19	19	19	19	19	19	19	FIRE & ICE OVER	Enigma	Capricorn
20	20	20	20	20	20	20	SCANDAL MOUTH	Enigma	Capricorn

LAST WEEK THIS WEEK WEEKS ON	TITLE (Imp./Prom./Label)	ARTIST
	① NUMBER 1	8 Items in 1
2 25	THANK YOU <i>Acid</i>	Deth <i>ve</i>
1 14	THERE YOU'LL BE <i>Unreleased/Three Six</i>	Fat <i>ve</i>
5 37	YOU'RE GONE <i>Acid</i>	Introspect <i>ve</i>
5 27	ONLY TIME <i>Acid</i>	Eng <i>ve</i>
1 1	I HOPE YOU DANCE <i>Unreleased/Universal</i>	Line and Motion <i>ve</i>
4 16	MORE THAN THAT <i>Acid</i>	Backstreet Boys <i>ve</i>
6 18	ONE MORE DAY <i>Acid/Islands</i>	Diamond Rio <i>ve</i>
1 15	FOLLOW ME <i>Unreleased/Islands</i>	Uchko Rucker <i>ve</i>
1 10	THIS I PROMISE YOU <i>Acid</i>	N Sync <i>ve</i>
1 9	GHOST OF YOU AND ME <i>Unreleased</i>	BM&M <i>ve</i>
1 11	ANGEL <i>Unreleased/3</i>	Linnal <i>ve</i>
1 9	BELIEVE IN LIFE <i>Acid/Force</i>	Eric Clapton <i>ve</i>
1 17	I NEED YOU <i>Unreleased/Islands</i>	Larkin <i>ve</i>
1 12	KNOW I LOVED YOU <i>Acid</i>	Sevens <i>ve</i>
1 15	I NEVER HAD A DREAM COME TRUE <i>Unreleased</i>	S Club 7 <i>ve</i>
1 14	TAKING YOU HOME <i>Unreleased/3</i>	Dan Henry <i>ve</i>
1 10	THE WAY YOU LOVE ME <i>Acid/Islands</i>	Don McLean <i>ve</i>
1 18	CRUSH <i>Unreleased</i>	Hung Lewis & Gwyneth <i>ve</i>
1 21	BUEN <i>Acid</i>	Jo Dee Messina <i>ve</i>
1 24	SIMPLE THINGS <i>Unreleased/3</i>	Jim Friedman <i>ve</i>
1 22	DROPS OF JUJUTER (TELL ME) <i>Unreleased</i>	Travis <i>ve</i>
1 23	LET HER GO AND START OVER <i>Unreleased</i>	Hung Lewis & The Nines <i>ve</i>
1 27	WHO I AM <i>Unreleased/3</i>	Jessica Andrews <i>ve</i>
1 28	NEVER TOO FAR <i>Unreleased</i>	Marlin Curry <i>ve</i>
1 29	ALL THE LOVE IN THE WORLD <i>Unreleased/3</i>	The Gorms <i>ve</i>
1 26	LOVE GROWS <i>Unreleased/3</i>	Freddy Johnston <i>ve</i>
1 30	I'M LIKE A RISK <i>Unreleased/3</i>	Nelly <i>ve</i>
1 30	YOU ARE THE BEST PART OF ME <i>Unreleased</i>	Nor Diamond <i>ve</i>
1 30	SOMEONE TO CALL MY LOVER <i>Unreleased</i>	Janet <i>ve</i>

Compiled from a national survey of weekly supply by Broadcast Data Systems' Radio Track service. 102 mainstream rock stations, 74 modern rock stations, 41 adult contemporary stations and 79 adult Top 40 stations are electronically monitored 365 days a year. 24-hour a day. The chart is compiled from a national survey of Broadcast Data Systems' Radio Track service. 102 mainstream rock stations, 74 modern rock stations, 41 adult contemporary stations and 79 adult Top 40 stations are electronically monitored 365 days a year. 24-hour a day.

LAST WEEK ON TWENTY-ONE	TITLE (Import/Production Label)	NUMBER 1	WEEKS ON CHART	ARTIST
1	SHOPS OF DUTCH (TELL ME)	1	1	7 Main de Mar
2	14 WHEN IT OVER	2	1	Sugar Ray
3	23 HANGING BY A MOMENT	3	1	Lil' Jon
4	10 THE SPACE BETWEEN	4	1	Dave Matthews Band
5	6 I'M A BELIEVER	5	1	Timbaland
6	4 DRIVE	6	1	Incubus
7	15 SUPERMAN JET'S NOT EAST	7	1	Timbaland
8	3 FOLLOW ME	8	1	Shirley Kaelin
9	22 HERE'S TO THE NIGHT	9	1	Eni & Co.
10	11 IT'S BEEN AWHILE	10	1	Stand
11	10 THE REVERSE	11	1	Michelle Branch
12	8 FALLING FOR THE FIRST TIME	12	1	Barakeladden
13	22 MAD SEASON	13	1	matthias leonard
14	7 START THE COMMOHON	14	1	the Wagners
15	41 THANK YOU	15	1	Dido
16	15 AGAIN	16	1	Lenny Kravitz
17	11 BE LIKE THAT	17	1	3 Doors Down
18	17 AFTER YOUR GORE	18	1	matthias leonard
19	9 HUNTER	19	1	Dido
20	21 EXTRA ORDINARY	20	1	Archer Tanne
21	ONLY TIME	21	1	Eni & Co.
22	8 I WANT TO BE IN LOVE	22	1	Melissa Etheridge
23	22 TURN OFF THE LIGHT	23	1	Kelly Rowland
24	10 BAD DAY	24	1	Fuel
25	7 NEVER LET YOU DOWN	25	1	The Roots
26	15 IN YOUR EYES	26	1	Jeffrey Glass
27	7 UNDER YOU	27	1	Trick Pony
28	32 SWEET BABY	28	1	Macy Gray Featuring Eni & Co.
29	5 SOMEONE CALL MY LOVE	29	1	Janet
30	10 LOST IN THE MIND	30	1	Also: Get Sound System Featuring Eni & Co.
31	22 STUCK IN A MOMENT YOU CAN'T GET OUT OF	31	1	ICE
32	DREAM ON	32	1	Deutsche Mode
33	22 LOVIN' EACH DAY	33	1	Jason Statham
34	SHORT SKIRT / LONG KISS	34	1	Cake
35	THESE DAYS	35	1	Eni & Co.
36	3 TROUBLE	36	1	Goldplay
37	5 LIFE IN A CHAIN	37	1	Pete Yorn
38	16 FLAVOR OF THE WEAK	38	1	AMERICA 10-11
39	LARRY MARLBOROUGH	39	1	Christian Audureau, L.P. Inc.
40	14 NOTHING	40	1	Eni & Co.

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LAST WEEK	THIS WEEK	TITLE	PRODUCER (S) (W) (R) (T)	ARTIST	PEAK POSITION	WEEKS ON CHART	LAST WEEK	THIS WEEK	TITLE	PRODUCER (S) (W) (R) (T)	ARTIST	PEAK POSITION	WEEKS ON CHART
1	1	FALLIN' © 1999 Jive Records		Alaina Kaye © 1999 Jive Records	1	51	65	2	EVERY OTHER TIME © 1999 Jive Records		LFO © 1999 Jive Records	51	
2	4	I'M REAL © 1999 Jive Records		Jennifer Lopez © 1999 Jive Records	2	63	52	7	I WOULD'VE LOVED YOU ANYWAY © 1999 Jive Records		Trisha Yearwood © 1999 Jive Records	52	
3	12	ALL ABOUT YOUR STYLE (COSBY) © 1999 Jive Records		Janet © 1999 Jive Records	3	66	70	3	CAN'T DENY IT © 1999 Jive Records		Fabulous Featuring Nona © 1999 Jive Records	53	
4	3	LET ME BLOW YA MIND © 1999 Jive Records		Eve Featuring Gwen Stefani © 1999 Jive Records	4	65	62	6	ANGRY ALL THE TIME © 1999 Jive Records		Tom McGraw © 1999 Jive Records	54	
5	6	WHERE THE PARTY AT © 1999 Jive Records		Jagged Edge With Kelly © 1999 Jive Records	5	67	47	12	BE LIKE THE THUNDER © 1999 Jive Records		3 Doors Down © 1999 Jive Records	55	
6	7	U REMIND ME © 1999 Jive Records		Usher © 1999 Jive Records	6	58	54	1	I DO I © 1999 Jive Records		Tyos © 1999 Jive Records	56	
7	5	IT'S BEEN AWHILE © 1999 Jive Records		Stoned © 1999 Jive Records	7	59	24	2	FEELIN' ON YA BOOTY © 1999 Jive Records		Jenny Carter © 1999 Jive Records	57	
8	9	DROPS OF JUPITER (TELL ME) © 1999 Jive Records		Travis © 1999 Jive Records	8	60	61	9	THE WAY © 1999 Jive Records		Jill Scott © 1999 Jive Records	60	
9	10	HANGING BY A MOMENT © 1999 Jive Records		Lifeline © 1999 Jive Records	9	61	60	10	WHILE YOU LOVED ME © 1999 Jive Records		Rascal Flatts © 1999 Jive Records	60	
10	11	PEACHES & CREAM © 1999 Jive Records		112 © 1999 Jive Records	10	62	61						
11	13	ALL ON NOTHING © 1999 Jive Records		Sugar Ray © 1999 Jive Records	11	63	62						
12	14	IZZO (H.O.V.A.) © 1999 Jive Records		Janet © 1999 Jive Records	12	64	59						
13	15	PILL ME IN © 1999 Jive Records		Craig David © 1999 Jive Records	13	65	53						
14	16	DRIVE © 1999 Jive Records		Incubus © 1999 Jive Records	14	66	74						
15	17	ONE MINUTE MAN © 1999 Jive Records		Missy "Missadelman" Elliott © 1999 Jive Records	15	67	64						
16	18	AUSTIN © 1999 Jive Records		Blaise Shook © 1999 Jive Records	16	68	72						
17	19	WHAT WOULD YOU DO? © 1999 Jive Records		City High © 1999 Jive Records	17	69	76						
18	20	BECAUSE I GOT HIGH © 1999 Jive Records		Altman © 1999 Jive Records	18	70	73						
19	21	CONTAGIOUS © 1999 Jive Records		The Isley Brothers Featuring Ronald Isley AKA Mr. Buggs © 1999 Jive Records	19	71	76						
20	22	THE SPACE BETWEEN © 1999 Jive Records		Dave Matthews Band © 1999 Jive Records	20	72	78						
21	23	FAMILY AFFAIR © 1999 Jive Records		Mary J. Blige © 1999 Jive Records	21	73	76						
22	24	BOYTOYLICIOUS © 1999 Jive Records		Destiny's Child © 1999 Jive Records	22	74	76						
23	25	AREA CODES © 1999 Jive Records		Destiny's Child © 1999 Jive Records	23	75	76						
24	26	I AM A THUG © 1999 Jive Records		Trick Daddy © 1999 Jive Records	24	76	73						
25	27	I WANNA BE BAD © 1999 Jive Records		Willie Ford © 1999 Jive Records	25	77	76						
26	28	I AM A BELIEVER © 1999 Jive Records		Smash Mouth © 1999 Jive Records	26	78	85						
27	29	PULL ME © 1999 Jive Records		Uncle Kracker © 1999 Jive Records	27	79	85						
28	30	DIFFERENCES © 1999 Jive Records		Eleven © 1999 Jive Records	28	80	86						
29	31	START THE COMMOION © 1999 Jive Records		The Whoopies © 1999 Jive Records	29	81	77						
30	32	I'M JUST TALKIN' ABOUT TONIGHT © 1999 Jive Records		Toby Keith © 1999 Jive Records	30	82	75						
31	33	PURPLE HILLS © 1999 Jive Records		D12 © 1999 Jive Records	31	83	79						
32	34	BAD BOY FOR LIFE © 1999 Jive Records		P. Diddy, Black Rob & Mark Curry © 1999 Jive Records	32	84	81						
33	35	WHERE THE BLACKTOP ENDS © 1999 Jive Records		Keith Urban © 1999 Jive Records	33	85	86						
34	36	ONLY TIME © 1999 Jive Records		Eyes © 1999 Jive Records	34	86	80						
35	37	IRRESISTIBLE © 1999 Jive Records		Jessica Simpson © 1999 Jive Records	35	87	82						
36	38	WHAT I WOULD'VE MEANT TO SAY © 1999 Jive Records		Cyndi Lauper © 1999 Jive Records	36	88	93						
37	39	HERE'S TO THE NIGHT © 1999 Jive Records		Eve © 1999 Jive Records	37	89	84						
38	40	RIDE WIT ME © 1999 Jive Records		Nelly Featuring City Spinz © 1999 Jive Records	38	90	85						
39	41	THANK YOU © 1999 Jive Records		Dido © 1999 Jive Records	39	91	78						
40	42	I'M ALREADY THERE © 1999 Jive Records		Lonestar © 1999 Jive Records	40	92	91						
41	43	FLAVOR OF THE WEEK © 1999 Jive Records		Amel Larrieu © 1999 Jive Records	41	93	100						
42	44	WHEN I THINK ABOUT ANGELS © 1999 Jive Records		Jonas D'Amico © 1999 Jive Records	42	94	92						
43	45	ONLY IN AMERICA © 1999 Jive Records		Brooks & Dunn © 1999 Jive Records	43	95	83						
44	46	DOWNTIME © 1999 Jive Records		Jo Dee Messina © 1999 Jive Records	44	96	90						
45	47	GET UR FEAR ON © 1999 Jive Records		Missy "Missadelman" Elliott © 1999 Jive Records	45	97	92						
46	48	TURN OFF THE LIGHT © 1999 Jive Records		Nelly Featuring City Spinz © 1999 Jive Records	46	98	90						
47	49	LOVEBOY © 1999 Jive Records		Mariah Carey Featuring Cannon © 1999 Jive Records	47	99	100						
48	50	MUSIC © 1999 Jive Records		Erick Sermon Featuring Marisa Cope © 1999 Jive Records	48	100	91						

Billboard magazine and the Billboard Hot 100 chart are published weekly by Billboard magazine, a division of Time Warner Entertainment Company, L.P. The chart is compiled by the National Music Publishers' Association (NMPA) and the National Recording Industry Association (RIAA). The chart is based on sales of singles and albums in the United States. The chart is published weekly by Billboard magazine, a division of Time Warner Entertainment Company, L.P. The chart is compiled by the National Music Publishers' Association (NMPA) and the National Recording Industry Association (RIAA). The chart is based on sales of singles and albums in the United States. The chart is published weekly by Billboard magazine, a division of Time Warner Entertainment Company, L.P. The chart is compiled by the National Music Publishers' Association (NMPA) and the National Recording Industry Association (RIAA). The chart is based on sales of singles and albums in the United States.

...Breaking News Daily.....

HMV Revamps in U.S. Under Stuart Fleming

HMV North America has restructured its U.S. arm, **Bulletin** has learned. Stuart Fleming, formerly director of purchasing, has been named director of HMV U.S., overseeing all business in the country. He continues to report to HMV U.S. VP/GM Lesya McQueen, who is based at HQ.

MTV.com Plans Overhaul

MTV.com expects to undergo a massive relaunch this summer, sources say. "The relaunch will be total: not a single page from the old MTV.com will be the same after the new MTV.com is launched," says one source. "The goal is to make MTV.com the most technologically innovative Web site from any major media brand." The relaunch will include advanced technology and added elements for interaction among users, including instant messaging and further development of communities. The relaunch will be part of MTV 360, a cross-promotional initiative that began earlier this year.

Zomba Nixes BMG Distrib Deal In Canada

Zomba has terminated its distribution deal with BMG for Canada, according to a source. Zomba, parent of Jive and other labels, notified the major in March that it would not renew the deal; the move becomes effective at the end of September. Zomba is said to be in talks with another distributor in territory.

Bebel To Join Schuon Atop Duet

Look for Mike Bebel, executive VP of business development at Universal Music Group's eLabs, to be named today as COO of Duet, UMG's joint venture with Sony Music. Bebel will work closely with Andy Schuon, the president/

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Andy Gershon Gets V2 President Stripes

Look for Andy Gershon to be named president of New York-based V2 Records on Monday. He will replace Richard Sanders, who is moving to A&M Records as GM, who will assume a new post by mid-September. Gershon is a co-founder of the defunct Outkast

Black Promoters Retain Top Lawyer

Bulletin has learned that well-known litigator Willie E. Gary has joined the legal team representing black promoters in their \$700 million lawsuit against promoters and booking agencies. A source close to the suit says that Gary, known for winning high damages for small businesses in cases against corporate giants, will suggest raising the demands.

U.K. Indie Labels Planning 'Radical' New Sales Chart

Britain's independent labels are planning to launch their own chart later this year. The Assn. of Independent Music's (AIM) business development committee is "still very much in the consultation process" about the chart, according to chairman/CEO Alison Wenham, but is likely to launch the sales-based system—complete with sponsor—in September.

Wenham tells **Bulletin** that the "radical" multi-format chart to cover the diversity "Music comes in various different outlets: days—singles, albums, EPs, vinyl—and diversity and all the different genres and

Sources: Pressplay, Microsoft In Talks

Pressplay, the subscription service being developed by Universal Music Group and Sony Music Entertainment, is in talks with Microsoft about an alliance to distribute content through Internet service provider MSN, sources say. The deal, expected to be

Sources: Edel Putting RED On The Block

RED Distribution is being shopped by Edel Music, sources say. Hamburg-based Edel bought 80% of RED from Sony Music Entertainment in October 1999, paying \$75 million. Edel chairman/CEO Michael Heerjes says talk that RED is up for sale is "not true. We have said we are going to sell non-core assets, but RED is a co-asset." However, executives at two of the major labels confirm to **Bulletin** that Edel has approached them to determine if they have any interest in buying

Macy's New Manager

Macy Gray has signed with Michael "Blue" Williams' Family Tree Entertainment for artist management. She was formerly managed by Andy Slater, now president of Capitol. Gray brings with her SCAM, the management firm she runs, which includes Atlantic artist Sunshine Anderson. Williams, whose other clients include OutKast and Donnell Jones—becomes a partner in SCAM, which remains separately

Billboard Bulletin

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Shining Starr. Koch Entertainment recently held an in-store signing for Ringo Starr at New York City's FYE. Starr is out promoting his latest set, *Ringo Starr and His All-Star Band—The Anthology... So Far* (Music to My Ears, *Billboard*, May 26). Fans slept on the street overnight to have their three-CD sets signed by Starr. Shown, from left, are Koch VP of sales Ed Franke, Starr, Trans World Entertainment director of event marketing Winnie Richtigella, and Koch president Bob Frank.



Gospel Gold. Verity Records recording artist Fred Hammond was recently presented with a gold plaque for his latest album, *Purpose by Design*. Hammond is on a national tour with the musical *Beats, Rhymes & Life*. Pictured, from left, are Jive senior VP of sales and marketing/CM Tom Carrabba, Jive president Barry Weiss, Hammond, Verity VP of A&R/CM Tara Griggs Magee, and Verity/Jive VP of marketing James "Jizzzy" Jordan.



Lennon's Early Call. Arista Records president/CEO Antonio "L.A." Reid recently welcomed one of his newest recording artists, 19-year-old Lennon Murphy, while she was in New York City, opening for the Cult. Murphy will release her debut album, *5:30 Saturday Morning*, Sept. 11.



30 Years and Counting. To acknowledge his 30 years with EMI Records and sales of more than 2.5 million units for his four Latin albums, Plácido Domingo was presented with an anniversary plaque at the EMI Classics International Convention in Rome. Pictured amid the *Emfame*, from left, are EMI CEO Ken Bortnick, Domingo, and EMI Classics president Richard Lyttelton.



Mandy Sells More. Epic Records executives recently convened to celebrate the success of Epic recording artist Mandy Moore's eponymous third release, which is certified gold by the Recording Industry Assn. of America and approaching platinum status. Pictured standing, from left, are Epic senior VP of marketing Piero Giramonti, Epic VP of sales Steve Kennedy, Epic executive VP/CM Steve Barnett, Epic chairman David R. Clew, Epic executive VP of A&R and urban David McPherson, Moore, Epic president Polly Anthony, Moore manager Jon Leshay, Epic executive VP of promotion Hilary Shave, and Epic director of urban A&R Marvin Peart. Pictured kneeling are Epic VP of video promotion Doug McVehil, Epic senior VP of international marketing Rob Kos, Epic senior VP of promotion Joel Klaiman, and Epic senior director of marketing, East Coast, Scott Carter.



Sum Time. Island Records recording act Sum 41 recently played a show at New York City's Roseland Ballroom, opening for Blink-182. The band performed songs from its debut album, *All Killer No Fillers*, which is No. 17 on *The Billboard* 200 this issue. Pictured backstage, from left, are Island Def Jam chairman/CEO Jim Caparaso, Sum 41's Cone McCaslin, Steve Joca, Deryck Whibley, and Dave Baksh; Island Def Jam president Lyor Cohen; and Sum 41 managers Craig Nori and Ari Martin.

Artistically, the collection of duets on Sinatra standards bridged decades and genres, introducing one of the 20th century's most important popular singers to new generations. Technological advances in recording bridged distances that once made such collaborations impossible. As a result, the fledgling EDNet came to epitomize the digital future and its seemingly limitless possibilities.

FROM FILM TO MUSIC

EDNet's birth predates *Duets*, with its roots lying in the motion picture industry. The company was conceived in 1991 within Lucas Digital, the innovative provider of visual effects and sound design to the film industry.

"I was working for Skywalker Sound in Marin County, Calif.—the EDNet management group, including Tom Kobayashi, David Gustafson, and Thomas Scott, successfully transmitted four channels of compressed digital audio to the Skywalker Sound and Southern California studios more than 400 miles apart. This was achieved by employing digital communications technology carried over a fiber-optic link. That effort, for the making of the movie *Backdraft*, led to the founding of EDNet; with Lucas-Art's approval, the management group formed the company in June 1992, with its base in San Francisco.

With an initial network of seven studios, EDNet quickly attracted more music studios and film and TV post-production facilities. Like previous branches in film, the network drew EDNet brought about an evolution in operating procedure: The entertainment industry could now link talent, executives, and production facilities without spending considerable time and money on the transport of people or materials recording.

Duets—and *Duets II* in 1994—quickly brought EDNet's advantages to light in the music industry. Such early participants as Capitol, the Hit Factory, and Sony Music were joined by other high-end recording studios: Capitol's Grammy Recording in Los Angeles, and Ocean Way Recording in Los Angeles, Hit Factory/Criteria Recording Studios and Crescent Moon Studios in Miami, Jimmy Jam and Terry Lewis' Flyte Tyme Productions near Minneapolis, and Quad Recording and Right Track Recording in New York. Additionally, producers and artists, including Ramone, Streisand, Celine Dion, and composer David Foster installed EDNet connections in their private studios or homes.

"Phil Ramone, who was on our board for a while, got it right away," chief technical officer Tom Scott recalls. "His attitude was, 'I'm spending so much time on planes, I have to find a way to spread myself around better, or I'm not going to accomplish what I need to.' Since then, other producers, such as David Foster and Walter Afanador, have also realized they don't have to fly to New York to listen to a rehearsal for two hours—they can just dial them up."

EDNet president David Gustafson adds, "Wherever he goes around the world, Phil will almost not work in any studio unless he's connected to our network. He's always working on multiple projects."

Ramone says he realized the value of EDNet early on. "The first week it was put into Right Track, I had a job where the artist had been working with me in New York. She went back to Paris, and I said, 'I'm not going to have you fly back. Why don't you listen to the mixes and make your comments?' We did three nights via New York to Paris."

Over the past few years, [EDNet] has been the way we've come to think to work with," Ramone adds. "Picture a morning where I would start with an idea for a mix on the Sinatra record, get on a plane, get to L.A. and continue to mix, and hear where the updates were. You can't do that on a regular day."

EDNet's private, point-to-point network consists of more than 700 North



GUSTAFSON

American affiliates—audio production and post-production facilities, advertisers, producers, directors, executives, and artists—as well as 200 international affiliates for Skywalker Sound. High-speed exchange of high-quality audio, compressed video, and multimedia data communications. Connectivity is enabled through regional telephone companies, long-distance carriers, satellite operators, and, now, Internet service providers. "We use the company's hardware and software provided point-and-click connections to members of the network listed in an electronic directory.

WIDE-RANGING PARTNERSHIPS

EDNet's partnerships with such companies as Dolby Laboratories, MCI Worldcom, and Audio Processing Technology (APT) have helped build and support the network. EDNet's relationship with MCI provides direct ISDN connections, while Dolby Fax—which uses Dolby coding to send and receive digital audio—is employed throughout the network. EDNet, in fact, is the North American distributor for Dolby Fax and APT transmission codes.

"We had originally launched the Dolby Fax partnership with such companies as Dolby Laboratories, MCI Worldcom, and Audio Processing Technology (APT) have helped build and support the network. EDNet's relationship with MCI provides direct ISDN connections, while Dolby Fax—which uses Dolby coding to send and receive digital audio—is employed throughout the network. EDNet, in fact, is the North American distributor for Dolby Fax and APT transmission codes."

ommed EDNet to them and work with EDNet to implement that."

Scott explains, "The music studios are largely using the Dolby system, and that is about a \$100,000 piece of equipment. It costs them about \$100 a month to keep the ISDN lines alive, and their connection from, say, L.A. to New York is costing them about \$2 a minute. It's a billable service, and as a result, the studios and studios will be treating that as a raw material they're buying wholesale and will sell to their clients."

In the competitive commercial-studio business, where rising equipment costs have long outpaced stage revenue, the ability to connect to revenue streams are critically important to maintain profitability. As one of a handful of facilities equipped to provide the service, Capitol was a magnet for entertainment professionals in the early years of EDNet's existence.

"Our policy is to never not be there," says Scott. "I explain this to my manager Paula Salvatore, 'so we do it any time of day or night. People are all ways coming here to listen to [engineers/producers] Mick Gussak or Tom Lord-Alge mixes—label people, artists, engineers. Later, it's a lot of mixing—monitoring mixes and actually burning a CD or DAT for the client to come and get.'"

Capitol VP of studio operations Michael Frondelli says, "EDNet has served an incredibly big role here in terms of convenience for producer, artist, and label. Not only do we have files from point to point—where it's recorded on the other end and then submitted for approval—but also in real time, where people are using it to judge performance or mixes."

"There's many ways of doing it," Frondelli elaborates. "We have a lot of mixing—monitoring mixes and actually burning a CD or DAT for the client to come and get." "It's always helpful to keep creative people in the loop. And it saves a ton of money in the long term."

UNEXPECTED APPLICATIONS

EDNet's applications go well beyond those visualized in the network's development.

Scott says, "Celine Dion's husband [René Angeli] was sick and couldn't go on the tour a while ago. We set the first he had missed in years. We set up the tour with a traveling set of equipment right next to the stage every night and had ISDN lines ready to plug into all around Europe. As they set up the show, the PA guys would plug through one of those Dolbybs and make a test call back to Florida. [Angeli] was able to listen to the show in real time and immediately afterward sit down with her the way he did when he was traveling and talk about the show."

EDNet was likewise deployed in the

home studios of Aerosmith's Steven Tyler and Jo Perry, when the former was sidelined with an injury. "We take the output of the console," Scott says, "as though it was going to a tape machine, and instead feed it into the sending portion of, in [Tyler's] case, the Dolby equipment. It comes out on the receive side as though it were a tape machine playing back. I'm fond of saying that this stuff is just studio plumbing. There's a lot of different ways to hook it up. Almost as many ways as artists can think about it, we can figure a way to hook it up."

TECHNOLOGY HAS LEGS

Recent projects involving the mature EDNet technology illustrate the network's ubiquity and usefulness. High-profile sessions by such acts as Destiny's Child, U2, Marc Anthony, Enrique Iglesias, and Jill Scott have employed EDNet-affiliated studios to link to label offices for mix approvals.

"The technology seems to have amazing legs," Scott says. "In the



RAMONE

face of what you would think would be a big challenge from the Internet, we find that the ISDN is still very strong. It's literally the same technology that's been around for 15 years ago still in use today, and it goes out the door as new equipment. The nice thing about ISDN, and the

thing that seems to give it its longevity, is that it's a nailed-up, not-sharpened, that's when you dial up a connection with ISDN, you get a two-way call that you own."

Ramone summarizes, "EDNet has been around a long time and never received the kind of notice that I thought it should have. But at the end of the day, here we are almost a century into the 20th century of the times. And any communication between artist, writer, and producer, in any form like this, is an amazing way to make music."

EDNet will continue to grow and spawn new applications, as the recording industry is affected and transformed by the Internet. Recent developments in remote collaboration and monitoring are integrating new functions into existing audio products, all of which will be demonstrated at the upcoming Audio Engineering Society Convention, to be held Sept. 21-24 in New York.

It comes down to connectivity. By overcoming barriers to collaboration, disparate, far-flung elements can be joined—as on *Duets*—and individuals can monitor faraway sessions with ease.

"That's the main reason we came up with this concept, when all worked for Skywalker," Scott says. "We lost business because we didn't have the ability to get somebody from New York or Hollywood [to Northern California]. By getting this long-distance playback capability, it means that we can have the big jobs—even though one person may not have been able to come out and spend a month, or two or three months, on the ranch."

"It was a marketing-driven decision," he concludes. "We've found that it's a number of things that have made a whole business of staying in their home studio and reaching out over these long-distance connections."

NEWS..

Don Henley and Courtney Love are expected to testify at a California State Senate hearing Sept. 5 in Sacramento that will examine the so-called Seven-Year Statute. The hearing will be held by the newly formed Select Committee on the Entertainment Industry and will be chaired by Sen. Bill Monahan. Kevin Murray of Los Angeles, a former music agent at the William Morris Agency, the statute limits the time an individual can be held to a contract for personal services. It was amended in 1987 to provide a limited exception for recording contracts. Such acts as Henley, Love, Luther Vandross, and Metallica have sued their labels under the statute, but the suits have always been settled before a ruling was delivered on the law's viability. "I think the law is not adequate, but I've not come to the conclusion of how it should be changed," Murray says. "That's the point of the hearing. I'm trying to approach it from as neutral a standpoint as possible. Obviously, there are some suspicions when only one industry adheres to the statute."

MELINDA NEWMAN

Russ Taft is joining the Gaither Vocal Band. He is replacing Mark Lowry, who announced his resignation from the award-winning Southern gospel group last month (*Billboard*, Aug. 11). Lowry has been with the band for 13 years—longer than anyone except Bill Gaither himself. Guy Penrod and David Phelps round out the Spring Hill Music Group quartet, which was formed by Gaither in 1974 as an offshoot of the Bill Gaither Trio. Taft is a veteran singer/songwriter who has won five Grammy awards and nine Gospel Music Award. He will perform with the group Aug. 28 during the taping of a *Homecoming* video at Colorado's Red Rocks Amphitheater. Lowry—who has been dividing his time between commitments to the band and his solo career as a singer/songwriter and comedian—is expected to exit the group officially at the end of the year.

DEBORAH EVANS PRICE

Ryan Adams

Continued from page 5

country, and most uptempo of any of his albums.

As *Gold* moves from hard-strumming midtempo to gripping ballads and from choir-backed confessionals to Stones-worthy boogie, the album gracefully reaffirms Adams' musical range and impeccable storytelling skills. If he began to spread his wings on the long-delayed, recently released Whiskeytown swan song *Pneumonia* (Lost Highway), consider him soaring on *Gold*, the first of two albums that he has recorded this year.

All of this comes as no surprise to Los Angeles-based producer/Mercury Nashville chairman Luke Lewis. "Part of the beauty of Ryan," he says, "is that he's capable of surprising you in a really nice way. He takes you to places that you can't imagine he'd take you—with a really strange combination of styles."

"Just the other day," Lewis adds, "he was playing me some crazed thing by some band. I'd never even heard of it." What was it? "Speed metal."

Adams raves, "I just really did records. And I love metal. I think some people even think I'm joking when I tell them that I like them. They're really like I like them. They're so cool and fun. She's really fun, really sexy."

"I can talk about that," Adams continues, "just like I can talk about whatever happened to [Celtic Frost leader] Tommy Gabriel Warrior when he did the *Warrior* album. It was a crazy thing and they went glam—after doing *Morbid Tales* and into the *Pandemonium*—same as I can talk about really liking Peter Tosh and listening to [the Grateful Dead's] *Live Dead*, like, 90 times."

Although free of speed-metal licks and high-flying drive songs, the songs on *Gold* are a kind of Cliff Notes version of Adams' life over the past 1½ years, during which he broke up with his girlfriend and moved from New York to Nashville—where he cut his 2000 solo debut, *Highway* (Mercury Nashville) (Music to My Ears, *Billboard*, Nov. 4, 2000). In Nashville, he also formed and wrote with two side projects, the Esquires (featuring Gillian Welch and David Rawlings) and his roots-punk band the Pink Hearts, and, along the way, he moved to Mexico, England, and Los Angeles, before moving again—this time to Hollywood, Calif.

Adams points out that the journey's recounting was a little more coherent in the album's original form, when it was slated to span two discs. The album's now 16-track format "was a little scrambled, but it's still there. You just have to be more forgiving of it than it was completely strict."

Helping to fill in some of the gaps will be a five-song EP that Lost Highway is bundling with the first 75,000 copies of *Gold*, which includes guitar and vocals by singer/songwriters Chris Stills (Stephen Stills' son), percussion by celebrated drummer Jim Keltner, and guest vocals by Juliana Ray and Counting Crows' Adam Duritz. Each track on the EP was written during the *Gold* sessions. Several of those and the *Gold* tune

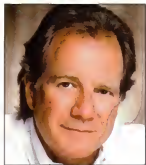
"Gonna Make You Love Me" carry Spanish rhythms and imagery inspired by a trip Adams and the Pink Hearts took to Cancún, Mexico.

SENSE OF PLACE

Produced by Ethan Johns, who was also at the controls for *Pneumonia* and *Heartbreaker*, the album begins with first single "New York, New York"—a reflective if rollicking rocker in which Adams bids farewell to "the city and the love of my life"—and ends with the melancholy "Goodnight Hollywood Boulevard."

On the soulful, piano-laden "Rescue Blues," Adams helps a loved one out of an emotional slump only to have the gesture backfire. He dreams of meeting his own little dark poetess on "Sylvia Plath," Adams wrote. "When the Stars Go Blue," the album's most gorgeous ballad, in just a few minutes. Unlike *Heartbreaker*, this record "isn't about beating myself up over things or feelings," Adams says. "I think some of the awkwardness is gone. And some of the questions I had to ask are a little bit gone."

Los Angeles influenced the title, lyrics, and feel of *Gold*, Adams says. The title describes L.A. at dusk. "La Cienega Just Smiled" comes from a moment when he stood on the corner of La Cienega Boulevard and Melrose Avenue reflecting on his recent past.



'Part of the beauty of Ryan is that he's capable of surprising you. He takes you to places that you can't imagine he would take you, with a strange combination of styles.'

—LUKE LEWIS, LOST HIGHWAY

"In New York, I think I wrote more from a claustrophobic kind of sense," Adams explains. "I wrote outward because everything was so in. You're in this small-ass apartment, the fucking subway is hot, it's busy. So you internalize. *Pneumonia* is a very internal album. It lacks a sense of time and a sense of place, which allows it to be sort of free-floating, gaseous, strange music. That's what I think I needed at the time. I needed to de-structure stuff, because New York is so structured."

"But when I came to California, I think I looked harder for structure, because there's so much room here, so much space," Adams continues. "Also, with the weather, you can get outside more. And so I think *Gold* sounds more structured." Adams, who says he's working on a book about the people he has met in the bars and on the streets of Hollywood, says the city's relaxed feel subconsciously seeped into the tempo of the record, particularly on such songs as "La Cienega Just Smiled."

Also making an impact on the mood of *Gold*, according to Adams, was time spent listening to a lot of John Hammond, James Taylor, and "all that Keith [Richards] stuff, all that great *Beggars Banquet*-style acoustic rhythms." As with most of his songs (published by Barland Music, BMI), Adams wrote the *Gold* material on acoustic guitar. But for the first time since he finished work on Whiskeytown's acclaimed 1997 album, *Stranger's Almanac* (Outpost), the songwriter used a pick when playing. This helps explain why the album is strikingly upbeat compared to *Heartbreaker* and *Pneumonia*—both of which he wrote in his old apartment in New York's East Village, using his fingers and thumb to pluck or strum his guitar, partially to avoid upsetting the neighbors.

PINK HEARTS

Natalie Winkler, senior buyer for the Boston-based Newbury Comics' 22 stores, says interest in and excitement for Adams' material has built steadily since *Stranger's Almanac*, *Heartbreaker*, she says, has outperformed Whiskeytown's records at Newbury (thanks to local tripe-A-radio support) and has sold steadily since its release. Yet that excitement is relative, she says: "A lot of people just haven't found out about him yet."

Lost Highway's promotional campaign on behalf of *Gold* finds Adams starring in his first video (for "New York, New York," which the label is targeting toward MTV2. More than anything else, though, Lost Highway is a "document of the man expanding the work himself, on his first extensive tour since Whiskeytown's final jaunt."

Managed by Nashville-based Lost Highway exec Frank Callari and booked by Cranky Riley at High Road Touring in San Francisco, Adams will be the Pink Heart's first tour. He'll embark on a quick trek in October across Europe (where he is booked by Paul Fenn of London's Asgard Productions). He may also open a few shows for Counting Crows.

Backing him on the road will be the Pink Heart's lead, whom he recently finished recording an as-yet-untitled album produced by Dave Dominick (Lenny Kravitz) slated for release in the first half of 2002. The band just may be Adams' Crazy Horse. "It's fuckin' punk as hell," he says. "Tires are loud as fuck, like Zeppelin." The Pink Hearts include lead guitarist Brad Rice, bassist Billy Mercer, drummer Brad Pemberton, and Bucky Backster on guitar, lap and pedal steel, and organ.

Adams calls the raucous, very electric "Tires" "a 'gunny first' (written with the Squires) a 'signpost,' point-



ing at what to expect from the Pink Hearts. The upcoming album is to include Adams' Appalachian-dirge version of Oasis' "Wonderwall," which, aptly, features longtime Rolling Stones saxophonist Bobby Keys.

Making a considerable comparison, Interscope Goffin A&M A&R execs Mark Williams—who signed Whiskeytown while a principal at the now-defunct Outpost—says that Adams is showing the sort of range and drive evinced by Neil Young, with the Pink Hearts project underlining that.

I see Ryan in very much a similar context as Neil, where Neil could go and make a Crazy Horse record with a rock band or he could go and make *Comes a Time* or *Harvest*, a more traditional, folk-based kind of a record—or he could make more experimental records, Williams says. "He's got a quick, busy mind. It's a stretch to call anybody a genius, but he's certainly got some of it in him."

Lewis says he plans to issue as much of Adams' material as possible, as long as "it's feasible and there's a market for it. I told him when we first started talking about partnering up that I was game to put out as much as I could, as long as it didn't cost a fortune to get it recorded. So, we're both sort of making concessions to each other so that I can try to keep up with him. And I'm just kind of following my own gut. There are a lot of fans, but I want to have more Ryan Adams stuff. It's selfish, part of it. So, I'm thinking, 'Surely there are other people around who would like it.' It's a shame to leave it in the can. Plus, he's economical in the studio. He works really fast."

CAREER CATALOG

Adams says Whiskeytown is officially defunct. Although he and the band had discussed reuniting for a show or two to celebrate the May release of *Pneumonia*, they decided against it, so as not to give fans the "wrong impression." After a two-year delay triggered by the University of Grammer (Billboard, April 14), the album's highly anticipated release was greeted with little real fanfare. The set debuted on The Billboard 200 at No. 158 in the June 9 issue, dropping off the chart the next week.

Although Lost Highway worked the *Pneumonia* track "Don't Be Sad" at radio, the label had few expectations. With no band left to promote the set, the album has served as a tool to get *Gold*. Music lovers will eventually find their way to the album, as will the *Pneumonia* fan base. Williams says, "I think once he gets exposed, people are going to keep discovering [those albums]. And you can buy any one of those Whiskeytown records [*Pneumonia*, *Stranger's Almanac*, and the 1994 debut *Faithless Strangers*, originally issued by Cary, N.C.-based Mood Food and reissued with extra tracks in '98 by Outpost] and be happy."

"That's the beauty of it for a record company—at some point, he's liable to have a big hit single," Lewis adds. "And, then, I have a catalog, a really nice catalog. And I'd rather have that than anything else in this industry."

Nic Harcourt, music director of KCRW Los Angeles, agrees. "I think Ryan is a work in progress—he's still young. But, at some point, he's going to put out an album that's just going to blow everybody away."

Caught in a humble moment, Adams himself isn't so sure. "I'm going to suck any minute, dude," he jokes. "It's so around the corner. I suck half the time anyway. You guys don't get to hear the shit that's horrible."



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Hip-Hop

Continued from page 5

stream, but in the Christian [market], it has such a bad reputation that they don't take it seriously or consider it to be a viable ministry."

That is a charge that hurts and frustrates rap artists. "There were years of toiling and being called the devil," says DAX, a veteran West Coast rapper who founded the rap outfit LPC and is spearheading the Tunnel Rats' *Turnout Vision* album, due out in November. "We are ministers of the gospel, but we just happen to rap."

Adds Mars III's Greg Owens (aka "Gangsta"), "As believers, we want to impact lives. Rap lets us do that."



PELUSO

Gotee president Joey Elwood agrees that today's rap and hip-hop acts seem to be battling the same problem: that such music is often seen as Petra, DeGarmo & Key, and Whiteheart were up against 20 or more years ago, early in the evolution of today's contemporary Christian marketplace. "Having heard the stories from Eddie DeGarmo and those guys, I think it's the same thing," Elwood says. "There are a lot of people who don't understand the impact of [rap/hip-hop] on today's youth. I find less resistance from people who have kids or grandkids."

IT'S A WIDE WORLD

Unlike the contemporary Christian record companies—which are concentrated almost exclusively in Nashville—the rap/hip-hop community is spread across the nation, from Cross Movement, an independent act recording in Philadelphia, to the San Antonio-based Grapevine label—and from Franklin, Tenn.-based Flicker Records, which is enjoying brisk sales of the new T-Bone album, to the Seattle-based Uprok label, a division of Tooth & Nail, whose roster includes Mars III and Tunnel Rats.

Although major Christian companies—Word, EMI Christian Music Group, and the Zomba-owned Provident Music Group—have been slow to sign rap and hip-hop acts to their rosters, each has a distribution company channeling rap and hip-hop to the Christian Booksellers Assn. (CBA) market. Gotee and Uprok are distributed via EMI CMG's Chordant Distribution. Word will issue the L.A. Symphony record on the Squint imprint, and Provident is slated to distribute an album later this fall that is being put together by Sean

"P. Diddy" Combs.

Provident also has plans to beef up its urban music presence. Don Noes, senior VP of Provident Music Distribution, explains, "We distribute gospel and urban labels, including Verity Records, B-Rite, and Gospo Centric, and we're in discussions with a rap/hip-hop label. Our goal is to launch an extended campaign to introduce and educate retail outlets on gospel, urban, rap, and hip-hop music through strategic placement of experienced people in positions to develop this genre. Provident is in the process of hiring a vice president of gospel/urban music who will be responsible for development of the genre in the CBA market."

CATCH-22

Since rap and hip-hop sales account for such a large slice of the mainstream music pie, many feel that Christian retailers are missing the boat by not getting behind the genre. But because it doesn't have strong sales history at the CBA, many are hesitant. It's a Catch-22 situation: You can't have sales without exposure, yet some are hesitant to devote prime real estate in their stores because of the lackluster sales history.

"There is some resistance, and it's mainly the retail buyers," insists Rich Peluso, co-president of Chordant. "The gatekeepers are assuming that hip-hop and rap records are going to sell to young males—specifically to young, black males—and they aren't necessarily the majority of the consumers that are walking in the door."

Peluso says these buyers tend to be "puy lighter," and the genre doesn't get good positioning. "Anything that's not mainstream pop/R&B is generally on the lowest shelf on the floor to the far right of the music section."



GRITS

The lack of support is affecting the sell-through. Furthermore, Christian retail is just ignoring it. So, the awareness is not there."

TobyMac (aka Toby McKeehan), of the band in a city [Nashville] where our Christian hit radio station barely plays hip-hop/R&B, while our mainstream hit radio station plays 75% hip-hop/R&B. Our industry has a problem that needs to be resolved. Our industry makes hip-hop/R&B music a bubble within a bubble, whereas in the mainstream it's in-



GOSPEL GANGSTAS

cluded in a wider pop offering."

BURSTING THE BUBBLE

Although there are obvious obstacles to getting hip-hop and rap connecting with a wide audience in the Christian market, many feel progress is being made. "I think the chains have been really great, actually," Elwood says of Christian retailers. "They've been open to figuring out how to rack it and how to sell it. They've been there that way for five years. I don't think there's anybody who says, 'I don't want it.' I just think until it reaches a critical mass, [retailers are saying:] 'We want to do it, but we aren't seeing the sales.' They aren't just going to see the sales until we see some companies produce better albums and more albums."

Darrell Hodges, music buyer for the Nashville-based, 101-location Lifeway Christian Stores chain, thinks the rap/hip-hop genre is growing. "We do sell quite a bit of it," he says. "As we see more mainstream music sales, we've seen a lot more Christian product come out."

Bob Rush, senior music buyer for the 345-store Grand Rapids, Mich.-based Family Christian chain, says, "It's a growing genre—rap is up about 20% in our stores so far this year. That's probably due to a couple of releases, with T-Bone being the biggest."

"There is definitely a market out there," Rush adds. "Unfortunately, the customer who buys that product isn't necessarily one of our regular customers. We're trying to reach out. We do that through our All Access magazine, and we try to feature the best of rap on our new-release Telecan [the in-store video monitor]. There's a lot of stuff out there. It seems like over the past couple of years the production levels and the quality of the product have gotten better."

To increase sales in the CBA market, all involved agree education is key. "We're working on awareness in our stores of what is out there and what's going on," says Kevin O'Brien, music buyer for the 60-store, Wheaton, Ill.-based Lemmon's chain. "There has been this idea that the typical customer for hip-hop music doesn't walk into [Christian retail] stores. I send out a newsletter to our stores every month, and for three months, I've been trying to plant the notion about hip-hop music why it's important, what the demographics are, and the fact that if you look at the mainstream top 40, probably 50% of that is at the very least inspired by hip-hop and urban music. I've been trying to plant seeds in our stores that this is some-

thing they need to pay attention to." Educating retailers and consumers is also a priority for labels.

"We've launched the Urban Tracks Promotion," Peluso explains. "We took people like Yolanda Adams and CeCe Winans, mixed them with hip-hop acts, and created a sampler that was free with a purchase. We positioned the catalog title along with the sampler in merchandising and tried to leverage awareness and acceptance of these artists. We placed that in over 700 CBA retail stores, and I think that was the first time that we had positioning on an end cap for some of the artists."

Peluso says the label has also placed rap and hip-hop artists into the Chordant Interactive display units at retail. "There are 24 buttons that will play video and audio, and we have those in 800 Christian bookstores. We've taken some of our records that are rap and hip-hop and plugged them in there, realizing that we need to get in front of the consumer, make them aware. One of the struggles we've had is that we don't always have very good video content to plug into that."

Since touring is key to exposing new acts, Tooth & Nail president Brandon Ebel is developing a strategy he hopes will expose acts to Uprok imprint, which he launched last year. "We are trying to get artists out with other groups that are not hip-hop. Eventually, we'd like to orchestrate an all-hip-hop tour and partner with other labels that are doing hip-hop."

Ebel's goal is to create a scene. "If the music is good, you can create a scene," he says. "Other labels are looking for that Christian kind of Will Smith. We're trying to create that whole rap Christian scene."



OWENS

which is really small right now. Our philosophy is not just finding one artist who is going to be a hit; we are developing a scene and maybe a hit artist will come out of that scene." "We're trying to create a scene," Ebel says Uprok is "creating a street team, Web presence, and putting out a lot of different artists."

Gotee routinely uses street promotions as part of its marketing music. "Sometimes, we target certain areas, and sometimes we go nationwide," Elwood says. "We hire street promoters to go to L.A. and put up posters and [distribute] handouts and samplers. If you've got the product quality to match, people will consume it. And, hopefully, in consuming the music, they are consuming the message. The key is that

you have to have product that matches up in its quality. Our industry is starting to finally do that."

For Christian rap and hip-hop to gain significant retail traction, many feel it's going to take the breakthrough of a highly anticipated release from the likes of Toby McKeehan or L.A. Symphony. "Toby's new CD coming out this fall, *Momentum*, will go a long way," O'Brien says, "because he's such a big name in our industry."

John Hull, PD at KSBH Houston, agrees: "Toby is going to be able to draw people in who may not be drawn to rap and hip-hop but who are drawn to it because of Toby and what they know about him from Da Talk."

Peluso says that Uprok's former player Ray Buchanan is working on a



UPOK

release for next year on Uprok. "It's good, and there's a natural synergy with the NFL," Peluso says. "We may be able to get some real heat growing out of the Atlanta market, because you have those Atlanta fans who love him and are there for their team."

CULTURE CLASH

Despite more street marketing and big names releasing Christian rap/hip-hop records, many still see a fundamental obstacle. One Christian industry executive, who asked to remain anonymous, says the biggest hurdle is that many people consider hip-hop culture—with its images of guns, gangs, and violence—so contrary to Christian beliefs that it's hard to envision the music that sprang from that culture spreading the gospel.

"Yes, people say that the culture of hip-hop is so secular and contrary to Christian beliefs," DAX acknowledges. "Hip-hop didn't start in church. Hip-hop started on the street. It's a voice of a generation, as rock'n'roll was a voice of a generation. What we've done is taken the voice and the culture of the street—yes, I am an evangelist to the ghetto."

Many Christian rappers have experienced the turbulent life associated with the rap/hip-hop culture. Mr. Solo and ChilliB Baby of the Gospel Gangstas grew up in gang-busting neighborhoods in Los Angeles and were members of the Crips; fellow Gangsta Tiki Tokk was formerly a Blood. "We're not afraid of nothing," stresses ChilliB Baby, who says they have now devoted their lives to sharing the gospel.

"The scene opening..." Solo says of the acceptance the Christian establishment is giving rappers. "At first, it was so new to people, but we've created a whole new market." Tiki Tokk adds: "Now is our time. We want to help others." But DAX points out, "It doesn't come out of the sky. Bottom line is, you have to work for it."

Prudential
presents

Billboard music & money SYMPOSIUM

Event To Shed Light On Funding For Music Ventures

Billboard and financial services giant Prudential have teamed up to create the Billboard Music & Money Symposium, scheduled to take place Nov. 13 at the St. Regis Hotel in New York City. This one-day symposium will connect companies seeking to fund music industry activities with top music-industry professionals and entrepreneurs who manage financial resources. Participants in the event will include top-level executives from artist-management companies, record labels and publishing companies, recording studios, touring and promotion companies, new-media companies, attorneys, accountants, financial services and consulting firms, venture capitalists, and equity providers, to name a few.

The Billboard Music & Money Symposium will provide a unique opportunity for music-industry professionals to fully explore the financial aspects of the industry and uncover some of the many economic opportunities that exist. The event also will give financing specialists valuable insight into current developments in the music industry. Programming will include detailed panel discussions on such topics as mergers and acquisitions, joint ventures, Internet funding, and asset securitization. The sessions will be led by top executives from the music and financial services industries. In addition, the symposium will include continuous opportunities for networking, as well as presentations on personal finances and money management.

Additional information on symposium programming, speakers, and associated special events will be announced soon. For general information on the event, contact Michele Jacangelo at 646-654-4660. For sponsorship information, contact Cebelo Rodriguez at 646-654-4648.

In connection with the symposium, Billboard will publish a special Music & Money section reaching a global audience of more than 150,000 readers. For advertising information, contact Darren Strothers in Billboard's sales department at 323-525-2304.

upcoming events

BILLBOARD/BET R&B Hip/Hop Conference & Awards

New York Hilton • New York City • Aug. 28-30, 2001

BILLBOARD/Airplay Monitor Radio Seminar & Awards

Eden Roc Resort • Miami Beach • Oct. 4-6, 2001

BILLBOARD Music Video Conference & Awards

Beverly Hilton • Los Angeles • Oct. 31-Nov. 2, 2001

BILLBOARD/Prudential Music & Money Symposium

St. Regis • New York City • Nov. 13, 2001

BILLBOARD Latin Music Conference & Awards

Miami • May 2002

for more info: Michele Jacangelo 646.654.4660

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THIS WEEK@

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COMING MONDAY: **Bobby Digital**, the alter ego of Wu-Tang Clan principal RZA, returns this week on the album **Digital Bullet** (In the Pouch/Koch). The set features guest spots from Ol' Dirty Bastard, Masta Killa, Baretta 9, and Black Knights, among others. The Billboard review will appear exclusively on billboard.com.

Also online this week is an expanded edition of the Stone Gossard feature found on page 19 of this issue of Billboard, reviews of new albums from the **Waterboys** and **The Clean**, plus a review of **Mary Chapin Carpenter**, **Iyle Lovett**, and **John Prime** in concert in Toronto.

News contact: Jonathan Cohen • jcohen@billboard.com

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Billboard Music Group events & happenings

personnel DIRECTIONS



WARBY

Emma Warby has joined the New York editorial staff of *Billboard* as an assistant editor. Warby is responsible for copyediting and proofreading articles and additional editorial tasks as assigned.

A native of England, Warby has relocated to New York from London, where she worked as a sub-editor for leading book-trade magazine *The Bookmaker* and *Billboard* sister publication *The Bookmaker*. Prior to that, she held editorial and production positions in book and Web site publishing.

Warby graduated from the University of Liverpool in 1995 with an honors degree in English language and literature. She reports to Bradley Bamberger, executive editor, and Timothy White, editor in chief of *Billboard*.

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Rabid Sports Fan



Sports aficionado and Lakers fan Snoop Dogg recently took his gaming knowledge to the round table as a celebrity guest on *The Last Word With Jim Rome* show on Fox Sports Network. Pictured in the studio, from left, are Boston Celtics player Paul Pierce, Fox Sports Net music director Jerry Davis, Rome, Snoop, and Christine Edwards, VP of music at Fox Sports/Fox Sports Net.



CHOOCH, POOK, DIRK, DOLLA & THE MAYOR

RCA Records rap act Smash Task performed a trio of singles at the recent Real Men Cook charity event in Washington, D.C., where the quartet is based. Former District mayor Marion Barry (second from right) was in attendance to congratulate the homeboys on their forthcoming set, *The Dirty D.I.S.T.R.I.C.T.*—and to find out if these names are for real: From left, Chooch Da Gooch, Pookie Cappacino, Barry, Dirty Dirk, and Dolla Bill (neeling).

The Billboard BACKBEAT

EDITED BY CHUCK TAYLOR

Time Out: Paul Charles



The Roundhouse in Camden Town is one of London's best-known rock landmarks—it may now rarely be used, but in the past the venue hosted the U.K. debuts of a host of U.S. acts, from the Doors to the Ramones. Paul Charles, co-owner/joint managing director of London-based Asgard

Promotions, also left a dead body there last year—in the pages of *The Ballad of Sean and Wilko*, his fourth crime novel featuring Detective Inspector Christy Kennedy, the fictional cop who polices the North London district.

"Writing's my favorite time to do, apart from listening to music," Charles confesses. As proof, his fifth novel, *Hissing of the Silent Lonely Room*, is published Sept. 20 in the U.K. by The Do Not Press (it is due March 2002 in the U.S., via Dufour Editions). He's also already finished his next book and is working on yet another. An agent and promoter with more than three decades' experience, Charles puts his inside track on the music business to full use in his novels. That body in the Round-

house, for example, was the road manager of a hit '70s band on the comeback trail, murdered in a story of emotional entanglements and contractual disagreements.

Charles' Camden locations are also true to life, although familiar buildings often appear in new guises: The police station where Kennedy works, North Bridge House, is actually a former monastery now used as a school—directly opposite Asgard's offices. "People knock on their door and ask if it used to be a police station," Charles says with a laugh. "I use all the buildings around here in the books." There's also a familiarity about the musical tastes of the detective. "All the stuff Kennedy likes, I like," Charles admits. "The Beatles, Ray Davies, Jackson Browne, Nick Lowe." He also pleads guilty as charged to basing characters in the books on real musicians and music-business figures, although he declines to name names. "There's such a wealth of characters in this industry."

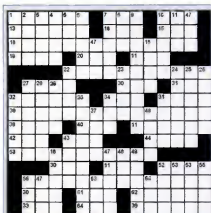
TOM FERGUSON

Neighborhood Acts

Recording artist and Nashville resident Michael McDonald presented a check for \$50,000 to the National Assn. of Music Merchandisers (NAMM) in his hometown to support four charities that promote music: the American Music Conference, the International Foundation for Music Research, the Mr. Holland's Opus Foundation, and the Museum of Music Making. The proceeds were raised from the sale of the video rights to the February 2000 Yamaha Millennium Concert, an



all-star musical tribute to McDonald's career accomplishments. Acts included Ray Charles, Pat LaBelle, Kenny Loggins, Alan Parsons, Brian Wilson, and the Doobie Brothers, McDonald's former band. Pictured, from left, are Joe Lamond, president of NAMM-International Music Products Assn.; Chris Cerno, corporate director of artist affairs for Yamaha Corp. of America; McDonald; Terry Lewis, Yamaha's senior VP; and Yamaha GM Rick Young.



'VOWEL PLAY'

by Matt Gaffney

- Across**
- 1 Mean Anderson made her debut there at age 57
 - 7 Songs for the band 10—hip
 - 12 "I...right" (Phil Collins line from "Separate Lives")
 - 14 King Sunny
 - 15 Part of Robert Van Winkle's stage name
 - 16 Album "Can't Buy Me Love" appears on
 - 19 Decline in importance
 - 21 "Target it"
 - 22 Boss's backers
 - 27 Color me
 - 30 Local turf
 - 31 Century cut figure David Alan
 - 32 High school course
 - 34 It may be followed up with "Tune"
 - 35 When "She'll change her tune" in "Ain't She Wonderful"
 - 36 Pks from Redwooding
 - 39 The Beatles dug it
 - 40 Sonny Bono's party alter
 - 41 K-Doe and Kovacs
 - 42 Half of Faine
 - 43 Shop Gavin
 - 44 Big turncoat
 - 45 Long-time, when tonight
 - 46 Christmase standard
 - 49 Long, long time
 - 51 "Hanger" With Me
- Down**
- 2 Cooper's network
 - 3 Madonna's "La...bona"
 - 4 Hammer's boost
 - 6 Like a single blaz up the charts
 - 8 Eponymous 1977 album "Joe..."
 - 9 Gloria Estefan or Salena
 - 23 Remove oneself from the arena
 - 24 Bottom called
 - 25 Say it isn't so
 - 26 Animal whose full name means "two horse"
 - 27 Trace Karen
 - 28 Kind of talk or raly
 - 29 Hammer and Brady
 - 30 Cutting Crew's "I've..."
 - 31 "Love Bites"
 - 32 Writer of much poetry, for short
 - 34 Water bubbles
 - 35 "The Simpsons" small newspaper
 - 36 "Follow Me" singer Little Richard
 - 37 "More Bad Times" the folkes
 - 38 "Lies" (Eagles hit)
 - 39 Part of a song
 - 40 Tasha Yarwood's "Heart Line..."
 - 41 "Song"
 - 42 "Wee At" television movie of 1969
 - 43 This about it sounds like when Stevie Q...
 - 44 "Jerkens" the whole thing"
 - 45 "It started long ago in the Garden of..." ("The Game of Love")
 - 46 Kubrick's creepy corridor

The solution to this week's puzzle can be found on page 66.

RIM SHOTS

by Mark Parisi



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The Technology Mavericks of Music Videos
- ▶ **Show Me The Money:**
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